

THE ANNALIST

A Magazine of Finance, Commerce and Economics

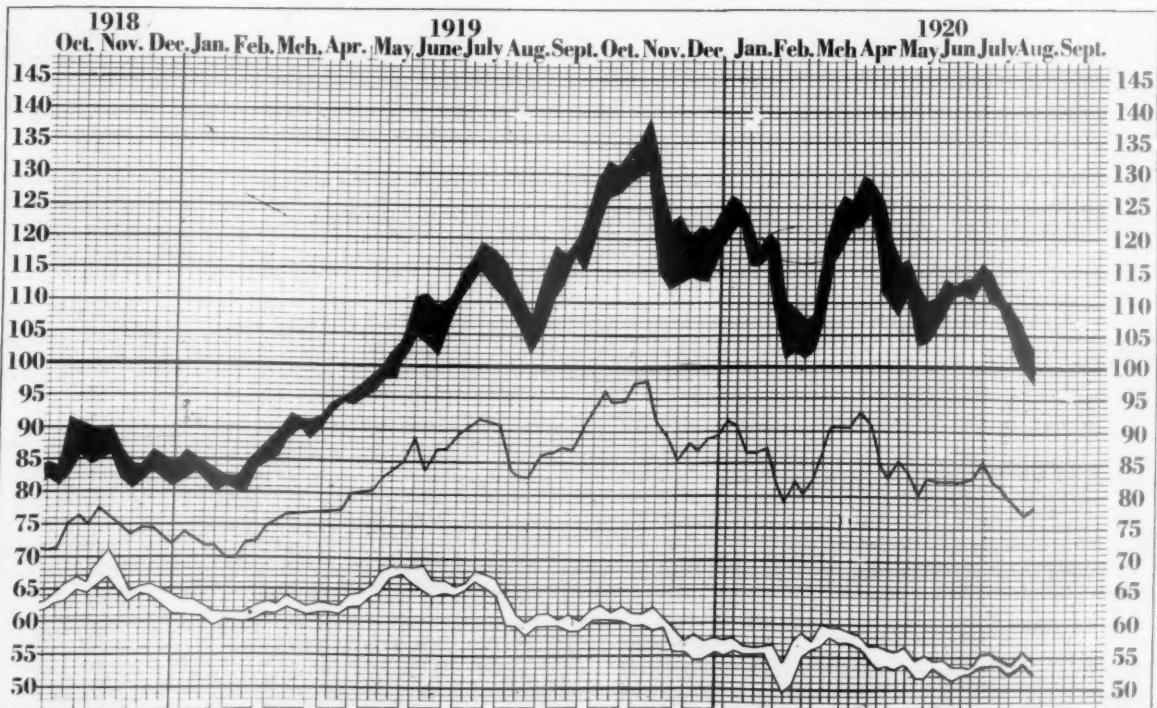
VOL. 16, NO. 396

NEW YORK, MONDAY AUGUST 16, 1920

Ten Cents

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Is Controller Williams Barking Up the Wrong Tree?

If High Call Money Rates Have Been the Cause of Burdensome Rates for New Capital It May be Said That Reliance on the Call Money Market for Capital Is a Misuse of Bank Funds—Why Attention Might Well be Turned From the Banks to the Brokers

By EDWARD A. BRADFORD

LAST WEEK the national banks of New York City were more surprised than pleased to receive from the Controller of the Currency a list of questions filling a column of fine newspaper print regarding "excessive interest rates charged on both time and call loans from October, 1919, to July, 1920," the information to be supplied by Aug. 20. Interest rates certainly have been high, but there has been no particular complaint against the national banks. They are in a minority respecting importance to the Federal Reserve Banks and in respect to numbers to the State banks and trust companies, which are not under the Controller's jurisdiction and immune from his quizzing.

On Wednesday last THE TIMES Washington message gave the clue to the mystery. The Controller is an authority on usury by national banks, and he thinks that the institutions under his charge need discipline. To quote his statement:

"I am convinced that the unjustifiable and excessive interest rates maintained in New York City in the last ten months covered by my request for data, and which I am informed have in some cases gone as high as 15 and 20 per cent. or more, have been one of the potential causes rather than the result of the unsettling of values in our securities market and of the burdensome rate which our railroad and industrial corporations and other concerns and individuals of the highest credit have been required to pay for new capital essentially needed for the country's development and well-being."

Reliance upon the call money market for "capital" is a misuse of bank funds and waste of the borrower's money. It is so wrong in theory and so precarious, perilous and expensive in practice that it is impossible to defend and difficult to believe that the Controller suggests that it is customary. It is assumed rather that he means that the price of call money is reflected in the investment market, speculators overbidding investors. But the difference between those two classes is as great as the difference between the two sorts of money, and neither affects the other in any considerable degree.

DISCIPLINING THE BROKERS

The chief customers of the call money market, and the largest class of high interest payers, have been the brokers favored with the custom of those who speculate in prices rather than in the securities whose prices are quoted. Stock brokers do not suffer from dear money because they charge it to their customers' debit, and because when they need it their business is brisk, and the commissions recompense their troubles in explanations to their customers. The customers do not complain when the market is going their way, for then their profits pay interest and commissions, and something handsome over. But when the market goes against them there is complaint, and the Controller appears in the light of the speculators' refuge from the extortion less of the banks than of the brokers. For it is rare, indeed, that the broker does not pass along all that the bank takes, and something for good measure. If the Controller could only discipline the brokers instead of the banks, or along with the banks, he would be acclaimed as a very present help in time of trouble. The Controller says that there is a round billion

dollars of loans about which he wishes to be informed, and he is aware that much of it is not national bank money, nor even New York money. The guileless country banks lend their balances here because they cannot lend them at home, and then, being loaned up, they can raise their home rates. City banks cannot lend in the country in that manner, and some city banks lend for their country customers when they treat their own customers better, and would be ashamed not to. There is no lack of grievance which can be stirred up on official instigation. The only question is what importance should be attached to it.

When a Federal official of such high position makes public charges of this sort there is danger lest the practices condemned in advance of the disclosures should be thought representative of this money market. Foreigners in particular are scandalized at charges of general and respectable usury in one of the world's leading financial centres, and exclaim that nothing of that sort is done abroad. New Yorkers will be surprised to learn that there is anything that Paris, or Berlin, or London do not know about shady finance, about dear money as well as about cheap money, but they say less about it. Their methods of security dealing are different, and what we quote as a money rate they quote as a charge for carrying speculative accounts. There, as here, speculators expect to pay, and are able to pay the costs of their trade, which would be ruinous on business in goods. Those costs are not thought worth cabling here as a money rate, but our call money rates are cabled there, where the less informed consider them as evidences of stringency such as has some financial meaning.

Our call money market signifies nothing as to the market for "capital," or for commercial credit, which is responsibly quoted. There is no Federal Reserve call money rate, nor even a national bank call money rate, nor yet a representative rate. Call money rates are made by individual bargains generally, and they are published without the authority of the names of either borrower or lender, who would be as shocked by such publicity as by the publication of the names of buyers and sellers in security manipulations. And rightly so. Lenders are ready enough to let it be known when they break the call money rate for reasons of public interest, but those who make the profits the Controller condemns shrink from publicity. Borrowers who pay top rates also dislike to advertise the fact that they are using emergency money, their need usually being a sign either that they are overtrading on banks' capital instead of their own, or that they have not foreseen the conditions which drive them to the usurers, or in other words that either they or their customers are wrong on the market.

The Controller makes an imposing calculation of the extortion which he proposes to expose, and which indeed he exposes in advance of discovery: "Interest at 1 per cent. on \$1,000,000,000 of call loans would amount to \$10,000,000 per annum, or about \$30,000 per day. Therefore, whenever banks in New York City raise the rate on all call loans under their control 1 per cent. it adds to the net profit of the lending banks about \$30,000 per day, or more."

"An advance of 6 per cent. in the call rate from 6 per cent. to 12 per cent. would, therefore, amount to an additional profit to the banks of

\$180,000 per day; and if the interest rate on all call loans should be made 16 per cent. instead of 6 per cent., the increase in interest charges for each day would be \$300,000; while a 20 per cent. call money rate would mean a net profit per day of \$600,000, which means enormous earnings to the lending banks but a burdensome, if not a ruinous, exaction upon borrowers."

Indeed it would be ruinous if it were exacted. The Controller's facts cannot be contradicted in advance of their publication, although his charges or insinuations are made in advance of the information which he seeks, and therefore does not possess. There is little risk in saying that it is not the practice of banks to mark all their loans up to the maximum reported as being made on the Exchange, although there is no Exchange call money rate. The practice of banks as generally understood is to charge their customers according to the quality of the collateral, the state of the customer's account, the condition of the bank itself, such considerations being more controlling than like conditions affecting others than the lending bank and its customers. There is more comity, courtesy and consideration between banks and their customers than there could be if the customers thought the banks were Shylocks, or if the banks thought that the borrowers were speculators in distress. It is rash to generalize, but there are many cases—if it is not the rule—that extortionate call rates are such as banks would be ashamed to ask from their customers, on collateral which the borrowers often would not offer their regular banks, and on a sort of business about which the less said the better. There is no way of stopping such business wherever much business is done. But it would be reduced to its proper importance if less publicity were given to the rates themselves and more to the names of those charging or paying them. It might be well if there could be an official call money rate, and it surely would not be such as the Controller considers representative. As a rule the relations between the banks and their customers are cordial, or new relations are sought. There has been no request for the Controller's intervention, nor even any public complaint of the banks, but the Controller's stormy career has caused complaints by banks against him.

Among the Controller's questions is this: "What service charge, or other charge, if any, does your bank make to borrowers * * * in addition to the direct charges for interest and discount on loans?"

A PROFITLESS USURY HUNT

That recalls the usury hunt among the Southern banks by the Controller and their resentment at being regarded as financial "blind tigers." The charges are better remembered than the result of making them, for it is not recalled that any particular result followed, while the charges are on the record. Many banks said that the loans which showed the worst usury were the sort of loans which the banks made with reluctance rather than sought for their profit. As memory serves many of the loans were on livestock, with or without an acre or two, or on growing crops to farmers known to be so shiftless that their harvest was matter of doubt, or to borrowers notorious for the trouble in collecting their loans. Many of the borrowers were so illiterate that they could not prepare their own papers, and a "service" charge was made, which, added to the regular rate of interest, made

a-rate which seemed usurious, and yet was reckoned on loans so small that the banks would rather not have done the business. No doubt that is a defect in our banking methods. It would be better if more attention were paid to the small borrower and if his path were smoothed instead of being roughened by a "service" charge. The Bank of France will lend a man the price of a hat or pair of shoes and finds no trouble about doing that sort of business along with sums in the hundreds of millions in normal times, and in billions in war times. The Controller is not alone in his grievance against the money power. The House of Representatives, only a year or two ago, had the same idea, and as the result of an investigation reported: "The maximum rate charged as reported under oath by one bank on this list was 912 per cent. One bank reported that it had loaned at between 24 per cent. and 912 per cent. the sum of \$9,372; another bank declared its maximum rate at 254 per cent., while a number of others admitted rates considerably in excess of 100 per cent."

But inspection of the table accompanying the report shows that many banks reported nothing so heinous, and that the rule was for loans much smaller than that at the 912 per cent. rate.

No harm comes from inquiries like the Controller's, if the facts are understood. The danger is not in the disclosures, but in the interpretation put on them. It will be well to have more exact knowledge about the New York call money market, and it hardly could be got otherwise. The Controller may be right in the bill of particulars which accompanies his indictment, but he has made his summing up speech in advance of the evidence and has thrown hard words at the banks which are more esteemed by their customers than by their regulator. There is no more authority for acquitting the banks before trial than there is for con-

demning them, but no bravery is required to plead that they are not so black as painted, and that those who know most about them hold them in highest esteem, which will be retained until proof to the contrary is furnished.

PROFITEERING THE LEAST IMPORTANT

There is a difference of opinion regarding the relaxation of the bank restrictions upon funds for productive purposes, and even the leadership of the Federal Reserve has failed to produce unanimity. But unless the Controller shall rally a party in favor of cheaper money for speculative uses he will stand alone as the champion of those who are supposed to be competent to manage their own affairs and to be prepared to pay the penalty of incompetency. It would be an unalloyed benefit if speculators in price movements were to be put under pressure not to disturb the level of investment, and there is no better way to produce that result than to raise the price of speculative funds, unless it be to refuse them altogether. The difficulty about refusing funds to speculators is to recognize them, but the difficulty is least in the call money market. Only in-and-out traders finance their necessities there, as a rule, and the disruption of speculative pools by usury grieves chiefly the pools and the Controller. If high call money releases funds for trade or investment that is the objective of the Federal Reserve, which is particularly charged with the functions assumed first by this Controller.

Hardly a month has passed during the interval named by the Controller without the Federal Reserve discussing the money market, without once mentioning the subject he emphasizes. The Federal Reserve's method of finding funds for production and exchange was to restrict speculation

in either securities or commodities. The Controller's method is to cheapen the funds used mostly by speculators. That seems to be his misunderstanding or misconstruction of the position of those who would cheapen funds used for production or exchange, while limiting funds to those under suspicion of speculation, or refusing them to those surely speculating. Repeatedly the Federal Reserve Board has refused to exercise this function itself and has declared that the member banks were the fittest judges of what use to make of their funds. That was the tenor of the utterances of Governor Harding's statement after his conferences with the Federal Advisory Council and of his reply to the Senate's inquiry as to the Reserve's policy. The Board has stated that it long tried counsel without raising rates and came to the conclusion that words alone were useless, and that the raising of rates locally was necessary. In a letter to Senator Owen the board deprecated the cheapening of bank loans, even for the purpose of raising the price of Liberty bonds, and said that the rates "should be fixed with a view of accommodating commerce and business." The Controller thinks that call loans should be cheapened to raise the general security price level, which is a manifold greater task than raising the price of Liberties. The profiteering by the banks which so offends him is the least important part of the business, and is not particularly obnoxious on the part of the national banks, although no doubt there are some backsliders among them. The banks may be trusted to respond to the Controller's quiz in good part and good faith. His administration is expensive both to the Government and to the banks, but within the functions of his office he will receive the respect due to it without public resentment, whatever opinions of his officiousness and error may be held privately.

Wall Street Sees Disagreement Among Financial Officials

Controller William's Attack Construed as Part of the "Cheap" Credit Campaign Which the Federal Reserve Board Opposes—Senator Owen's Assault Along the Same Lines Discounted Whatever Information May Now be Brought Out—Difficult to See How Charges Can be Substantiated

IN most parts of Wall Street there is conviction that the latest "investigation" of New York national banks and banking methods by the Controller of the Currency, John Skelton Williams, simply is a resumption of the old feud between that gentleman and certain bankers of the metropolis. The feud, as everybody knows, is of long standing, dating far back to a time considerably preceding the appointment of Mr. Williams to official position, and in the last seven years, while Mr. Williams occupied, first, the position of First Assistant Secretary of the Treasury, and, later, that of Controller of the Currency, it has broken out on several occasions with greater or less degree of violence. Therefore, when Mr. Williams, after several months of silence, issued his recent pronouncement against the alleged "usurious" rates of interest being exacted by New York banks on demand and commercial loans, and followed this by a demand for rather extraordinary information about the loan activities of all national banks located in New York, it was assumed that the Controller was again merely attacking the local institutions. Many bankers and others here saw no further significance to the matter than this.

But a few close observers believe that the present attack on New York banks is more or less incidental to a much greater contest; that for once, at least, Mr. Williams is not hitting directly at New York, but is making this assault as part of a campaign of considerably broader scope.

AN OFFICIAL DIFFERENCE

It is rumored, and the events of the last few months would seem to substantiate the rumors, that all is not harmonious among the several officials of Government and semi-Governmental agencies which dominate the financial situation. There is an element in Washington which is committed to the policy of "cheap credit," and is leaving no stone unturned to accomplish its ends. This element, apparently headed by Mr. Williams and United States Senator Robert L. Owen of Oklahoma, although it is not clear they are co-ordinating their efforts to the common end, has been working most industriously to force down all lending rates. In the last half year Senator Owen has been much more active than Controller Williams, but in the past for a long time the latter has been a most consistent advocate of cheap money and credit. During the period of active war operations Mr. Williams cham-

pioned the cause of low rates on all occasions, and since then he has more than once condemned what he has been pleased to term "usury."

Senator Owen has been operating along somewhat different lines. For months he has been urging the Federal Reserve Board to use its powers and its influence to lower the cost of carrying war bonds. He has made the charge that high rediscount rates at the Federal Reserve Banks have contributed more than anything else to depress Liberty bonds and Victory notes, and he has exchanged several communications with the Federal Reserve Board on this subject. Senator Owen even attempted to inject some of his ideas into the Democratic national campaign, but without notable success.

On the other hand, the Federal Reserve Board has maintained its policy of advancing rediscounts, and has missed few opportunities of defending it warmly. In the letters which have passed between Senator Owen and Governor W. P. G. Harding of the Reserve Board there have come out some rather

pointed arguments, and if the tone of this correspondence may be interpreted to mean anything, it is that there is very positive difference of opinion between the two men. Senator Owen has not been sparing in his attacks, and Governor Harding has used "straight talk" in replying.

Now comes the Controller, who, incidentally, is ex-officio member of the Federal Reserve Board, with his latest charge against the New York banks, making the medium of his attack a demand for information regarding the "usurious charges" on call loans and commercial paper. Senator Owen did the same thing in March, but as against Mr. Williams's method of demanding information from the banks in his capacity of Controller of the Currency, Senator Owen succeeded in getting passed a Senate resolution calling upon the Federal Reserve Board for information. And Governor Harding submitted a reply which went into the subject exhaustively, appending to his own letter a memo-

Continued on Page 200



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ONE of the most interesting facts in economic history is that prices pass through periods extending over several years in which the level is upward or downward. There is no agreement as to any one cause producing these cycles of prices. But ever since there has been money certain forces have operated to produce this change in the price levels.

We are now in the midst of one of these remarkable cycles. Beginning with 1897, the price level has been upward, and the forces producing this effect have been accelerated by the World War. Commodity prices, taking those of 1860 as 100 had increased to 130 by 1915, and, by the close of the war they had reached 230 in the United States. Similar results are shown in all other nations.

These index numbers show what is happening to prices in general. Particular prices may increase or decrease over short periods of time. Some prices may not advance as rapidly as other prices, for the forces determining a single price may, in some respects, be peculiar to it. For example, when monopoly exists—that is, when there is control over the supply—a larger degree of control over the price is possible. Likewise, when there is Governmental control the change in price is likely not to follow so closely the general upward tendency. This is especially true if the Governmental regulation is of an essential and one for which the public is accustomed to paying a certain price. Custom is an enormously strong force in controlling prices, and Governmental regulation adds another force to restrain any change in price.

This combined condition of customary price and Governmental regulation is found in the case of public utilities. The people become accustomed to paying a certain price for their gas, their light or their telephone, and are not ready to admit, in a period of rising prices, that the rate—which is but one kind of price—should advance along with other prices. But cost elements which go to make up all prices change quite as much in the case of a public utility as in the case of a cotton mill. The manufacturers of public service must increase wages like any other manufacturer. Parts of their machine or plant must be continually replaced and the new parts must be purchased on the higher price level. The public expects additional facilities and extensions to be ready whenever they wish them, and this, too, must be bought at the increased price level.

PUBLIC MUST BE SERVED

A public utility is no more free than any other producer of a commodity or service to resist the force of increased prices. Indeed, such companies are not so free as is a private manufacturer. Government regulation is established to see that the public gets good service at a fair price. The private producer can reduce his labor force or even temporarily close his factory as a measure of economy, but not so with the public utility. All the time the public must be served, and its good-will preserved, and at a price fixed, not by the producer, but by the State. The public utility company can never take advantage of the market as the private producer does and build up large profits and surpluses for the inevitable periods of no profits. The assumption of Government regulation is that the owner of public utilities will get a fair return at all times, but, in actual practice it is difficult to insure this for him, due largely to the opposition from the public to any increase in the price of a thing which it has been accustomed to buy at a certain price, and in part to the general distrust of the people of public utility corporations.

Yet private capital is invested in public utility properties just as in private corporations. It is subject to business risks as in a private enterprise. It is taxed. Its return is controlled by the State by largely inflexible rates. The same considerations which determine the flow or investment of capital in any business govern the investment of capital in this field. Capital is not sentiment. It goes where it can get the best returns for itself. It forsakes its oldest friends at the least suggestion of sacrifice. What is the situation then of

many of our public utilities under prevailing conditions of an increasing price level, a regulated rate of return, or price, an unsympathetic public, a selfish capital, seeking, as always, the best possible investment with an increasing number of bidders for the use of capital and a decreasing amount of capital for sale?

In the first place, there is a tendency toward a deterioration of the physical plant and force. Private industry producing its product for a sellers' market—that is, at high prices—is able both to pay more for materials and to pay higher wages to employees. In the second place, extensions cannot be made with accustomed and desirable regularity, due to the high prices and dearth of material and labor, the reduced earnings and the lack of new capital, though the net return on increased units of service is greater than the proportional outlay required to furnish this increased service. In the third place, the most significant of all the effects, new capital refuses to flow into this field. A period of rising prices brings many opportunities to capital to receive a higher rate of interest, for it must never be forgotten that the rate of a return is a price—the price of capital—and, like all other prices, should and must advance if capital is to be forthcoming. There is a cost of money just as there is a cost of wheat or pig iron.

CREDIT IN DISREPUTE

The cost of capital at any one time is determined in large measure by the available supply of capital. The best index for measuring this over a long period of years may, in all probability, be found by investigating the yield on a large number of high-grade securities. Ordinarily it would be fairly safe to assume that when the average yield on a large number of such securities is high the available supply of capital must necessarily have been considerably limited or at least inadequate to the demand existing at that time. In the case of bonds, computations representing the average yield are rendered difficult by the fact that each bond has a date of maturity when it will be redeemed at par value, and its price tends gradually toward par regardless of the demand and supply of capital. Thus, the average price of bonds is not nearly so significant as is the average yield to maturity.

Other factors than supply of capital must be reckoned with in determining the cost of money at the present time to public utility corporations. The cost incident to the acquisition of the first money needed by a new corporation would be different, for instance, from the cost of money for enlargements or improvements in a going concern. This is due to the fact that only a part of the total capital needs of a corporation can be secured by a first lien on the property. In other words, all of the securities issued by a corporation cannot be equally secured as regards assets. Usually not above 60 per cent. of the total bonded indebtedness of any corporation can be secured by assets termed the highest class. The remaining 40 per cent. of the company's capital needs must thus be raised through the sale of junior issues. No corporation can hope to raise its entire capital needs by a single issue secured by a first mortgage on its entire property value. Since a large part of capital needs must be raised through junior issues, they can be sold only if the yield is considerably higher than that offered by a senior issue.

The credit of public utility corporations on the whole is at present more or less in disrepute so far as the general investor is concerned. This is not a matter of theory or opinion, but one of fact. A glance at the price at which the highest grade public utility securities in the United States are selling at the present time proves this beyond doubt. The highest grade American public utility securities can be purchased in the open market on a basis that will yield the investor anywhere from 1 to 2 per cent. per annum more than the same sum would yield were it invested in any other similar grade of corporation securities. According to the bond yield computed on five average United States public utility bonds by "Brookmire's Economic Service," this type of security on May 1 could have been bought on a basis to yield more than 2 per cent. in excess of the yield afforded by a similar investment in other railroad

bonds. According to Brookmire's figures, the average yield on five public utility bonds considered as representative issues was 8.60 per cent. on this date. On the same date the yield on five representative railroad bonds was 6.14 per cent. The following table shows changes in bond yields on last May 3 since before the war:

	Mo. Jan., July, Before	Now.	Ago. 1916.	1915.	War.
Five Pub. Utility	8.60	8.19	5.18	5.31	5.09
Five Railroad	6.14	5.86	4.51	4.71	4.42
Five Manufact'r'g	6.41	5.92	4.89	4.99	4.93

To supplement this a compilation was made covering seventeen highest grade American public utility issues to show the yield to the investor should any of these securities have been bought at their market price in the period from April, 1919, to May 1, 1920. On the basis of this compilation the following results were obtained: The average yield on the seventeen highest grade public utility securities between April, 1919, and December, 1919, was found to be 6.11 per cent. The average yield from January, 1920, to May 1, 1920, was found to be 6.75 per cent. A similar compilation for three of the highest grade bond issues of the Atchison, Topeka & Santa Fé Railroad and two highest grade issues of the Union Pacific showed the average yield from April, 1919, through December, 1919, to be 5.52 per cent., and the average yield from January, 1920, to May 1, 1920, 5.75 per cent., thus showing that even the highest grade first mortgage public utility securities have recently been selling at a price which would yield the investor a full per cent. more income per annum than could be obtained from the same class of railroad securities.

STUDY OF THE FIELD

A further tabulation covering the average yield on nine second class public utility securities in this same period showed that they sold at a price which would have yielded the investor, had they been bought between April, 1919, and December, 1919, 6.58 per cent. Had they been purchased at the average market price between January, 1920, and May, 1920, they would have yielded 7.20 per cent., the yield on this class of securities being almost a full point above that afforded by the highest grade public utility security.

Since the seasoned bonds of our largest public utility corporations can be bought on a yield basis of 6.75 per cent. and those of the second class on a yield basis of 7.20 per cent., it would scarcely be expected that new securities of public utility companies could be sold on even as favorable a yield basis as that afforded by a seasoned second grade bond. The extent of this disadvantage is convincingly shown by a comparison of the yield basis on which new securities of public utility corporations have been offered between Jan. 1, 1919, and May 15, 1920. A study of the yield afforded by the principal representative offerings of public utility securities to the public of \$1,000,000 or over, in

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the period above mentioned was found to be as follows:

COST OF MONEY TO PUBLIC UTILITY CORPORATIONS, EXCLUDING MARKETING PROFIT TO UNDERWRITERS.

Date.	Yield.
Jan. 1, 1919, to July 1, 1919	6.86%
July 1, 1919, to Dec. 1, 1919	6.90%
January, 1920	7.10%
February, 1920	7.11%
March, 1920	7.59%
April, 1920	7.62%
May, 1920	7.83%

When the cost of money to a public utility property is specifically considered at the present time it must be realized that the cost of money to industry in general does not necessarily determine its cost to a public utility corporation. The total capital fund available for investment at any time is not in active competition for all types of investment. Capital is controlled by various individuals and moves only in accordance with their preferences and prejudices. Psychological forces play a very prominent part in the cost of money to industry. Very often the actual security behind a given investment proves to be of less im-

portance than is the popular opinion regarding the security held by a large group of investors. In other words, the attitude of the investing public toward a given type of investment often becomes the dominant factor controlling the price of money in that field. And at present it is quite obvious, from the abnormally high price that public utility corporations have been compelled to pay for capital recently, that investments of this type are rather generally considered as less desirable than many other classes of investments. There are two factors that seem to have been dominant in producing this situation.

First, public utilities, because of their special and privileged position in the past, took, in some cases, undue advantage of this position. The result was that thousands of small investors lost heavily in investments of this type. In other cases some few public utilities abused their semi-monopolistic position and charged an excessive price for their services. Public opinion finally revolted and there was enacted various restrictive legislation which so limited the control of public utilities over the selling price of their services as to place them entirely at the mercy of various rate making bodies. Each of these two forces has had its

period of ascendancy, and as a result most public utility properties in the United States are in difficult financial straits. They are hampered by restrictive legislation and are suffering from what amounts in many instances to a financial boycott on the part of the investing public.

Our problem today is to meet the existing situation. The abuses and prejudices of the past must be overcome. Public confidence in our public utilities must be restored. The service they render is a necessity. This service is, in a large measure, fundamental to the proper development of industry as a whole. To attempt to punish all utility corporations for the sins of a few corporations in the past is not only folly but may result in a national calamity. Public utilities can be punished only at the expense of the general public. The survey covering the investment field for public utility securities has clearly shown how serious the situation is at the present time. Every effort should be made to improve conditions lest the public be denied those services and facilities to which it is entitled. No improvement in this regard can be expected until public utility properties afford as attractive a field for capital investment as that offered in other forms of business enterprise.

Full Foreign Trade Effort Waits on Reparation Commission

Firancing Must be Done by the Public, Bankers Feel, and, Until Financial Atmosphere Is Cleared and Business Brought Back to Normal, No Effective Pressure Can be Brought on Investors

Here—Preliminary Work Is Already Under Way

FOR some months now very little has been heard about America's effort in the contest for world trade. A year or so ago we were all talking about the probabilities and the possibilities of our reaching out into new markets, and of the supposed assurance of our ability to hold those the World War had forced upon us. But, within the last six months, the situation has changed considerably and, instead of the general eye being turned outward, a succession of somewhat unusual domestic occurrences has turned it inward. So far as the popular idea goes, most of us no longer think in terms of world trade, but in terms of domestic business—what prices for home consumption are to be and how the supply of things we make and use ourselves is to be kept up.

There are a few men, however, who have maintained their early enthusiasm for world trade conquest, and these few have been going ahead studying the subject and doing their utmost to establish amicable relations which later they hope to translate into profitable relations with foreign trade interests. And more than a few manufacturers, unobserved by the general public and working along lines which no longer bring to them the publicity which was their portion a time back, have been pounding away at the game.

Every index, with one notable exception, would seem to point to the single conclusion that we, as a people, are no longer concerned with markets beyond our own borders. The exception is the monthly display of export figures compiled by the Department of Commerce, and this, surprising as it may be to many, shows that our export business is holding up remarkably well, considering that none of the grandiose credit extension schemes talked of last year has come to realization, and that the foreign exchange market still stands at levels which make foreign purchasing here almost prohibitive.

The truth of this matter is that Europe still wants a good many of the things we produce—needs them very badly and is willing to pay almost any price, and a good many American manufacturers are selling to this trade though whether they can continue doing so indefinitely or not is still an

open question. Sales in the last twelve months have been large and, at the moment, there is no visible sign of a letup.

INCREASED DESPITE OBSTACLES

The foreign trade has developed along odd lines. It has, to an extent, accomplished the impossible and overcome the insurmountable. A year ago, when a number of elaborate and ambitious plans for credit extension were being discussed, it was generally believed that, unless one of these should be adopted and prove practical, our exports would fall off very sharply and at once. The greatest of these schemes, both in contemplated scope and in the personnel of those who were behind it, was the so-called Davison Plan, which, in its rough outlines—it never got much beyond that so far as the public was made aware—called for an amalgamation of financial and industrial participants for the extension of credits and the forwarding of goods. There were others a-plenty, but nothing very startling ever came of any of them.

The leading bankers and some of the leading industrial and commercial people did a lot of propaganda work, but the public response was apathetic, and after a while the matter was dropped. Refunding of the debts Europe owed us proceeded for a time, but none too successfully, and such business of this sort as was done was arranged only at extremely high prices. There was no appetite for foreign bonds and, in fact, for a long time, there was no appetite for bonds of any kind. When the railroads started putting out their high-coupon ten and fifteen year equipment securities, and the public jumped for them, there was some surprise in banking circles, and hopes grew that the turn had come. But comparatively few foreign issues were brought along.

The European countries themselves, through their leading statesmen, did much to damp the ardor of the American public. Stories were sent here telling how England was coming back into her old supremacy and was granting all sorts of credits to Continental countries. The Continental countries worked out a plan of barter, and we were told that they could get along without us.

Then came a succession of domestic events which took up all the popular interest. Railroad strikes came along; steel industry strikes and a lot of others. The cost of living, which had been going up rapidly, began to crack and, if people thought of foreign trade at all, it was to hope that it would hold off long enough to allow of sufficient accumulation of goods here to break prices further. The indications for a time were that it would.

But our foreign trade has not diminished. The Department of Commerce shows in its returns of exports for the first six months of the current year a total of \$4,248,171,892, compared with \$4,057,421,751 exported in the first six months of 1919. In the last half of 1919 there was some falling off. The total for those months was \$3,863,004,239, a

falling off from the preceding six months of nearly \$200,000,000, and that was supposed, when the figures were given out, to mark the beginning of the end. But in the last six months not only has all of that loss been regained, but very nearly as much more has been added to our exports. The total, in fact, constitutes a new high record for a half-year's exports.

The contention is made, and with some warrant, that our great volume of exports has not been as well diversified as it might have been. It is said that Europe, and the rest of the world, too, needs more of some classes of goods than it is getting, and less of some others which are being sent out in quantity. That, if true, is partly a matter for the other countries to settle for themselves, for Americans do not send goods out to be thrown away; they sell them to people who pay—promptly or otherwise.

When it comes to the matter of sending out goods which should have been kept home and to that of exporting goods at a less price than is charged for the same articles in home markets, there is, of course, reason for some complaint, and there should be some form of regulation if it is possible. But most of these cases exist only in the imaginations of demagogues.

TO DIRECT DEVELOPMENT

But, aside from all these secondary matters, the fact remains that our export trade is large, the largest ever, and is showing no sign of falling off. Neither the slowness of organization for comprehensive credit extension nor the unfavorable state of the foreign exchange market has stopped it. It is going ahead and promises to continue. It is going ahead more or less haphazardly, but going ahead rapidly.

Now, there are men who think it should be developed along scientific lines. They feel that it could be made a real and lasting business, and they profess to see in present methods dangers which may become very real and very embarrassing if not checked up and corrected. Some few of these

Continued on Page 223

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Sees No Decrease in Building Costs in Near Future

Construction May be Undertaken Without Fear of Any Material Drop After Work Is Completed, or a Falling Off in Demand for Many Years to Come Declares Building Authority After a Careful Analysis of the Situation

The following survey of the present situation in the building industry and the prospects for the future was prepared by H. H. Fox, Vice President of the Turner Construction Company of this city. After a general analysis of the conditions governing the material markets, labor and transportation, it is the opinion of Mr. Fox that construction can be undertaken without fear of any material drop in building costs for several years.

ABOUT May 1 there was a failing off in the demand for new buildings and there were some cancellations of contracts and some stoppage of work on buildings already under construction. The probable causes of this situation seem to be as follows:

1. High estimates of the cost of new buildings.
2. Uncertainty in the minds of owners, particularly on the following points:
 - (a) Will the actual cost of a new building be within the estimate, or will a situation prevail such as prevailed during the Fall of 1919 and the Winter of 1920, in which, owing to strikes, not only in the building trades but in the steel, coal and railroad industries, costs in general exceeded estimates?
 - (b) Will it be possible to complete a building within a reasonable length of time in view of the shortage of materials and the congestion of the railroads?
 - (c) Will it be possible to build a building a year or two hence for materially less than it would cost now?
 - (d) Will a sufficient demand for manufactured goods exist during the next few years so that a manufacturer can hope to earn a fair return on an investment made in a building at the present time?
 - (e) Will a sufficient supply of labor exist and will this labor work with efficiency so that a manufacturer can hope to operate a new plant to advantage?
3. High money rates.
4. Politics.

There is no doubt whatever that the estimated costs of buildings today are higher than they have ever been. It is a fact, however, that building costs have not risen as much in the last five years as commodity prices.

Taking up the points in order under Cause 2:

(a) The most important factor in considering this question is the railroad situation. Supplies of the principal building materials, namely, steel, cement and lumber, exist at the points of origin, but on account of the car shortage (which amounts to more than 100,000 cars contrasted with a surplus a year ago of more than 300,000) these supplies cannot be moved away as fast as they can be manufactured. With the present demand for cars for the shipment of coal, and the demand which will develop in the Fall for the shipment of grain, it is difficult to see how this situation can be overcome in the immediate future. However, the promised increase in wages for railroad employees and the expected freight rate increases, which will enable the railroads to improve their equipment, should mark the beginning of a lasting improvement in this situation.

LESS LABOR TROUBLE

There is an actual shortage of clay products such as brick and hollow tile, as these require considerable coal for their manufacture and the requisite coal cannot be obtained. This is another result of the car shortage.

One result of this situation has been to stop or slow down work on many projects and consequently throw many workmen out of work. This has created a surplus instead of a shortage of labor and should tend to increase the efficiency of labor. In several industries which we have investigated it has had exactly this effect. It would seem, there-

fore, that for the next few months labor troubles will be less frequent.

The major difficulty, therefore, is one of transportation rather than of materials or labor, and the situation is one which will affect the time of completion of a building more than the cost, although costs will be increased by increased freight rates, by the cost of expediting rail shipments and to some extent by general inefficiency resulting from inability to have materials at the work when needed.

(b) Owing to the railroad situation it is impossible for a contractor at the present time to guarantee a date of completion of a large building. It is nevertheless a fact that many operations, both large and small, are at present under way and are being completed within a reasonable time.

(c) In view of the enormous increase of money in circulation (\$56 per capita today against \$35 per capita in 1914), increased credit facilities due to the Federal Reserve System, making money easier to get and therefore easier to spend; high prices, shortage of raw materials, and inefficiency of labor in foreign countries which will prevent foreign competition from being a vital factor for some time, it seems unreasonable to hope for a rapid drop in the general price level.

Regarding the demand for buildings, a table was published in The Financial Chronicle of Feb. 14 giving the money value of building permits issued in the principal cities of the United States from 1906 to 1919. The figure for 1906 was about \$805,000,000 and for 1919 \$1,498,000,000.

BUILDING COSTS

Both 1906 and 1912 were years of good business, and according to The Chronicle's figures the increase in building permits between those two years (disregarding the fact that several small cities are included in the 1912 table which were not in the 1906 table) was about 30 per cent. If this is considered a normal increase for a period of six years, the building permits issued in 1919 would normally have been about \$1,400,000,000. This figure, however, is based on prices prevailing between 1906 and 1912. Based on 1919 prices the normal amount of building permits in 1919 would have been about \$2,900,000,000.

If we correct the figures from 1912 to 1919 so that they are on the same cost basis and show the quantity of building done instead of the cost, we find that the building work done between 1912 and 1919 was short of normal requirements by the following amounts:

1913.....	\$50,000,000
1914.....	160,000,000
1915.....	150,000,000
1916.....	160,000,000
1917.....	730,000,000
1918.....	1,050,000,000
1919.....	600,000,000
Total	\$2,900,000,000

This figure is still based on the 1912 cost standard. Based on present day cost it would be more than \$7,000,000,000, representing more than two years' normal building construction.

A further factor tending to increase the demand for buildings at the present time is the reduction in working hours which has taken place in many industries, necessitating a corresponding increase in working space if goods are to be produced in the same quantity. In the face of this condition it is hard to see how there can be any material decrease in the cost of buildings for many years excepting as these costs may be reduced by a drop in the general price level.

(d) It is difficult to obtain figures on quantities of goods manufactured. Figures on basic commodities, however, are easily obtainable, and it is reasonable to suppose that the amount of manufactured goods must fluctuate with the amount of basic commodities produced.

The Irving National Bank published a booklet in May, 1920, entitled "Problem of Prices" in which was shown the "Federal Reserve Bank curve of production in the United States of ten basic products." With production in the year 1900 taken as 100 per cent., production in 1912 is shown as 160 per cent. and production in 1918 as

195 per cent. This indicates that in the years 1912 to 1918 approximately the same ratio of increase was maintained as in the years 1900 to 1912. In 1919, however, the production decreased to 182 per cent. The production in 1919 was, therefore, below normal requirements, and if we take into account the fact that during the war years a large part of the basic commodities produced were used up in the war, there is undoubtedly at the present day a considerable shortage to be made up.

LABOR EFFICIENCY

Contrast this condition to the one which prevailed just previous to the 1907 panic. In 1906 the production of wheat was larger than in any previous year with the exception of 1901. In 1906 the production of corn was greater than in any previous year. In 1906 the production of cotton was greater than in any previous year, with the exception of 1904. In both 1906 and 1907 the production of pig iron was greater than in any previous year. In 1906 the production of copper was greater than in any previous year.

The condition as to production of commodities today is so radically different from conditions which have preceded periods of depression in the past that it is difficult to believe that any falling off in demand for goods of all kinds can continue for more than a short period.

(e) There are already indications that the efficiency of labor is increasing. We know of specific instances in which manufacturers have laid off part of their working force without decreasing the quantity of their product. The railroad situation has caused enforced idleness in many industries so that workmen can no longer show the indifference which unfortunately has prevailed during the past year and still be sure of holding their jobs. Immigration is increasing. There are good grounds for hope that in the immediate future employers will be less troubled with shortage and inefficiency of labor than during the past year.

HIGH MONEY RATES—These are due largely to the fact that owing to high prices about two and a half times as much money is required to finance a given undertaking as formerly was the case, and also to the enormous volume of new securities issued (on top of the Liberty bond issues about \$3,700,000,000 of new securities were issued in the twelve months ended April 30, 1920, against a previous yearly maximum of \$2,300,000,000 in 1912). High money rates compared with the old standards are likely to continue for several years, although there should be some relaxation after the railroad situation is straightened out and the crops are moved. Equipment bonds of first-class railroads running for ten years or more have recently been sold on a 7 per cent. basis. The United States Government has announced an issue of Treasury certificates maturing in one year and carrying 6 per cent. interest, a rate which has not been paid by the Government since 1867. It may be inferred that our Treasury Department and railroads which are in a position to secure the best financial advice would not be borrowing at these rates for such long periods if any radical decrease in money rates were in prospect.

BUILDERS' PROSPECTS

One conclusion from this is that a prospective builder should know where his money is coming from before he starts building, and another conclusion is that business activity is going to continue, for money rates are a reflection of business activity.

POLITICS—Much as we may have been chagrined during the past year at the failure of our legisla-

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tive and executive departments to co-operate, and much as we may wish to see the international position of the United States clearly defined, the fact remains that it is entirely possible that no bills will be introduced in Washington during the next four years of such vital importance to the purely material interests of the country as the Federal Reserve law and the Railroad law which are already safely on the statute books. Individual initiative and the law of supply and demand will have a greater effect on business than will legislative activities.

CONCLUSION—The shortage in buildings today

is so great that it cannot be corrected for many years, and for this reason it is not probable that there will be any material decrease in the cost of building.

If the railroad wage award to be handed down by the Railroad Labor Board imbues in the railroad employees a desire to hold their jobs, and if the fact that jobs are not as easy to pick up as they have been makes them realize that they must work a little harder in order to hold them, the railroad situation should begin to straighten out. The increased freight rates to be agreed upon by the Interstate Commerce Commission will enable

the railroads to prepare a budget and place orders for equipment. In time the car shortage will be turned into a surplus and the abnormal amount of credit now tied up on goods in transit will be released.

The prospective builder must be prepared for some delay in the completion of work ordered in the immediate future; but he can, nevertheless, in our opinion, undertake construction work without fear either that there will be a sharp drop in building costs after his work is completed, or that there will be a material falling off in the demand for his products.

Wall Street Sees Disagreement Among Financial Officials

Continued from Page 196

mandum which had been prepared by Pierre Jay, Federal Reserve Agent at the New York Federal Reserve Bank. In this reply the Federal Reserve officials pointed out plainly and clearly that the charge of usury against banks which charge more than 6 per cent. on demand collateral loans cannot be borne out by the facts. They went even further; they defended and explained the call money market. So the ground which Mr. Williams now seeks to traverse is ground which already has been gone over.

CHEAP CREDIT OR DEAR CREDIT

But this will not end the matter unless all signs are misleading. The contest between the "cheap credit" and the "dear credit" factions promises to continue. Oddly enough, both factions are seeking to accomplish the same end. Both are aiming at a reduction in the cost of living; the "cheap credit" advocates on the theory that by making money and credit cheap an abundant production will be encouraged, more goods will be produced and commodity prices brought down, while the "dear credit" exponents argue that, by keeping money and credit cheap, the purchasing power of money and credit will be kept small and commodity prices will remain up, if they do not, in fact, go even higher. Also, the latter element contends that by holding down the cost of credit there will be a too great use of it, the supplies will become exhausted and a very dangerous situation brought about, possibly one which will not be corrected until a disastrous and far-reaching panic has been experienced. It may with propriety be stated here that most economists and probably an overwhelming majority of responsible and experienced bankers favor the latter as opposed to the champions of cheap credit. In doing so they are merely taking the position dictated by experience and history.

To return to the latest attack on New York banks by Mr. Williams. That official, according to the dispatches from the national capital quoting him, has charged that New York banks have been charging "scandalous and usurious rates of interest on call money loans," and in a more temperate vein he has intimated that commercial paper rates which have obtained in the New York market for virtually the last year also have been such as to warrant the condemnation of the law.

As for the charge of "scandalous rates" on call money loans, that is a matter of opinion; it cannot be defined under the law. But as for usury, that charge collapses immediately the New York State law in the matter is examined. In the National Bank act it is provided that national banks are to be guided in the rates of interest they charge by the laws of the States in which they are operating. When the specific State has no established rate of interest national banks are to be limited to 7 per cent. The act says: "When no rate is fixed by the laws of the State * * * the bank (national bank) * * * may charge a rate not exceeding 7 per cent. * * * Of course the old argument might be raised here that the State of New York fixes no rate for demand collateral loans, and hence the 7 per cent. rate of the National Bank act applies. But lawyers believe this clause of the National Bank act means that national banks are to be guided by the State laws in the same manner in which State banks and trust companies are, in which case national banks in New York would be permitted to charge any rate agreeable to both parties to the transaction.

The New York State law is very specific. Section 115 of the New York banking law says: "Upon advances of money repayable on demand to an amount not less than \$6,000 made upon warehouse receipts, bills of lading, certificates of stock, certificates of deposit, bills of exchange, bonds or other negotiable instruments, pledged as collateral security for such repayment, any bank may receive or contract to receive and collect as compensation for making such advances any sum which may be

agreed upon by the parties to such transaction." Section 201 of the banking law, which is identical in language with Section 115, extends the privileges to trust companies, and Section 379 of the general business law of the State provides for the same arrangements. Thus there can be little question of the legality of high rates for demand collateral loans.

In the matter of rates of interest in excess of 6 per cent. on loans other than demand collateral loans, the law, both State and national, was explained in a recent article in *THE ANNALIST*. Loans by banks to corporations may be legally made at any rate agreeable to both parties, while loans to individuals and partnerships by banks may be made at a rate of interest exceeding 6 per cent., but in such cases the borrowers may sue within two years, and, if the case is established, the borrower is exempted from the payment of interest, if the payment has not been made, and to damages of twice the amount of the interest if the payment has been made. A claim of this sort must be established to warrant collection of damages, and the claim must be substantiated within two years; after two years it becomes outlawed. So a corporation cannot plead usury and an individual or a co-partnership—as has been pointed out, perhaps somewhat cynically—would not be apt to if the individual or copartnership cared to maintain a line of credit, and brought usury charges at a time when money really had a worth in excess of the 6 per cent. limit, as is now the case. In other words, these latter cases would be governed by a "rule of reason," even if not entirely according to the wording of the law.

A CHARGE HARD TO ACCEPT

It is in the matter of the so-called usury on demand loans that most of the attacks, both by Mr. Williams and by Senator Owen, have been directed. Senator Owen has charged that, because of the high rates which banks may obtain in the local call money market, they are sending their loanable funds here, and, accordingly, withholding bank accommodation from their own logical clients. Possibly there is something in the charge, but if the word of competent critics is to be taken, the practice thus described is not a very extensive one, and if it were it would defeat its own ends, for the borrowers on demand do not of their own accord pay high rates for what they borrow. The call money market is as susceptible to the laws of supply and demand as any other market, and if too much money were to be sent here rates would fall. If only a small part were sent here, so as to maintain the high call rates, the banks would have a surplus, and unless they employed it by lending to other customers, they would not profit so greatly in the aggregate, for they would have a lot of idle money on their hands which would be returning them nothing.

The New York call money market does not attract money from legitimate commercial enterprise; what it gets is only a small part of the nation's loanable funds. There is something like \$30,000,000,000 of lendable funds; the New York call money market today probably is using less than \$1,000,000,000 of this. As for attracting money away from commerce, Pierre Jay, in the memorandum he prepared for Senator Owen, to be submitted to the Senate, had to say on this point:

"In the matter of the supply or attraction of funds to the call money market there is generally a definite and well-understood obligation on the part of banks to accommodate first their own commercial clients, so that it is only the excess of loanable funds which they may have from time to time that is available for the collateral call money market or for the purchase of commercial paper in the open market. This excess of loanable funds available for employment in the securities market varies, therefore, according to the commercial requirements of the country. It has long been recognized

that, for assurance of a sufficient amount of money to finance the volume of business in securities, reliance cannot be placed on a rate of interest limited to the rates which obtain or are permitted in commercial transactions whose prior claim on banking accommodations is universally conceded."

Again, he says: "In former times, and specifically prior to the institution of the Federal Reserve system, bankers, especially in reserve centres, were accustomed to look upon call loans as their principal secondary reserves on the theory that, inasmuch as these loans were payable on demand, funds so invested could always be promptly obtained on short notice to meet withdrawals of deposits or for other uses. In these circumstances there was ordinarily available for collateral call loans a supply of funds sufficient for ordinary market requirements and at low rates, although at times the rates rose to high levels as the supply of funds diminished or the demands increased."

NO LONGER SECONDARY RESERVE

"This attitude of the banks toward call loans as their chief secondary reserve has been greatly modified by two causes. The first was the closing of the Stock Exchange at the outbreak of the European war in the Summer of 1914, when it became practically impossible to realize on call loans secured by investment securities, which became, therefore, 'frozen loans.' This resulted in a more or less permanent prejudice against dependence upon call loans as secondary reserve. The second and more important factor was the creation of the Federal Reserve system. Under the terms of the Federal Reserve act provision is made for the rediscount of commercial paper, but the rediscount of loans for the purpose of carrying investment securities other than United States Government obligations is excluded. Consequently, in order to maintain maximum liquidity, with suitable provision for secondary reserves that can be immediately available, banks, including foreign agency banks, now invest a greater proportion of their resources that can be realized upon at the Federal Reserve banks."

"Another changed factor in the present situation grows out of the fact that the war and post-war conditions have rendered unavailable supplies of money which formerly came from foreign banks. Since the Summer of 1914, while total banking resources have largely increased, the volume of bank money available for the securities market at low or normal rates has not increased proportionately, but, on the contrary, has probably decreased. All of these circumstances explain in some measure the increased rates which have often been required during the last year for money loaned in the securities market."

Mr. Jay also pointed out that the securities market now is forced to place greater reliance on call money than ever before. He estimated that in pre-war years about 60 per cent. of the funds used were obtained on call and 40 per cent. on time loans, while now the ratio is about 75 per cent. and 25 per cent. There are others who believe the spread to be even wider, with some holding that the securities market is now obtaining less than 10 per cent. of its required funds on time collateral loans.

The reason for this development is obvious. There is no point for banks to lend on time collateral loans, for such loans are the least liquid they may make. They can lend on call and get the money the next day, and for the employment of the more stable funds they may purchase commercial paper, which they may carry to maturity, but which may be realized upon, if necessary should require, at the Reserve Banks. And so Wall Street is compelled to bid for more call money, and the bidding tends to force rates up and hold them up.

It is not known, of course, what Mr. Williams's investigation will disclose. But, under the circumstances, both legal and economic, it is a very difficult matter to see how the charge of "usury" is to be made to apply.

Make National Trade Mark Pledge of Honest Dealing

Safe-Guarded by Proper Conditions Commissioner Colver Believes the Symbol Would Command the Support of the Business World—How the Objections May Be Overcome—Two Years Operation of the Export Trade Act Reviewed

TWO objections to the adoption of a national trade mark have been emphasized in recent discussions. First, it is held that untrade marked goods would be placed upon an equality with goods of known merit, and, second, that the good-will embodied in private trade marks would be lessened thereby.

Taking up the subject in his address before the Summer School of Pan American and Foreign Commerce at Washington William B. Colver of the Federal Trade Commission said:

"It appears that, unless these objections can be cured, such legislation will not be helpful to American business in the markets of the world. But it seems equally certain that if these objections can be met a national trade mark may be made of the greatest aid and value to American business in the markets of the world.

"If the Congress shall authorize merely a design or symbol which may be placed indiscriminately upon anything of any kind of quality that is placed upon a ship for sale abroad, then it would seem that that trade mark might work incalculable harm, and especially harmed would be those concerns which, under private trade marks, have built up through the process of quality goods and fair dealing that greatest of all assets in business, in individual life and in national life—deserved good-will.

"But if the national trade mark shall be not the substance but the symbol, and if the substance behind the symbol shall be the pledge of the nation and the pledge of the conscientious manufacturer and the scrupulously honest trader, then that trade mark will be raised to the dignity of being the seal of the national honor, and will command respect, which means good-will, in the utmost markets of the world.

"Suppose as a condition and in return for the privilege to use a national trade mark the exporter were required on pain of having the use taken from him to specify by sample exactly what grade and quality his article was intended to be. Suppose that a delivery not up to sample, or a delivery under misrepresentation of any sort, should be sufficient cause for deprivation of the use of the national trade mark. Then the presence of the national trade mark upon an exported article would be the guarantee that it was exactly the article which was purported to be sold, and that the terms and conditions of the sale were exactly as had been represented. Conversely, the absence of the national trade mark would serve as a sign and a warning that such goods did not represent the best traditions of American manufacture, nor the circumstances of their sale represent that fair dealing with which alone the United States can maintain permanently that high and honorable position in the world commerce which it deserves.

"Viewed thus it would appear that the national trade mark movement is one which may well enlist the hearty co-operation of the business world. Certainly the financial institutions which will be called upon to furnish credit facilities for export and import transactions would be greatly aided by such a device."

FOREIGN TRADE COMBINATIONS

Mr. Colver also reviewed the operation of the Export Trade act, which has now been in force a little more than two years, and under which there are now operating 44 associations comprising nearly 1,000 concerns distributed over 43 States.

"The law went into operation just after the anniversary of this country's entrance into the World War," said Mr. Colver, "so that its trial has been solely under war conditions or post-war conditions, which are nearly if not entirely as distressing and difficult as regards foreign trade.

"During the whole time of the operation of this law the foreign trade of the United States has been beset by economic difficulties of all sorts. Credits, exchange and transportation, both on sea and on land, have been in such state of disorder as to tend to retard the growth and activities of export associations operating under the new law. So, too, there have been interferences by way of embargoes. In spite of all these things and many other abnormal conditions, some of them worldwide, the Export Trade act has been demonstrated by the associations which have been formed under it to be a

decidedly useful instrument in promoting the progress of this country in foreign commerce.

"One of the traditional criticisms of the American exporter has been that he tended to take a flier in a foreign market, and to count the success of the venture upon the immediate profit or loss of the single transaction; to enter a market unemotionally and leave it abruptly. This procedure did not make for the building up of that good-will, the steady growth of which through the years is the firm foundation upon which real extension in export trade and healthy, steady profit year after year may rest. The export trade associations formed under the Export Trade act have not shown themselves, to be following this theory or practice in commerce. On the contrary, by virtue of the pooling of expenses and perhaps the pooling of patience and courage, we find them entering a market after careful and scientific study and examination, and, having entered, we find them prepared as to financial resource and as to resolution to remain until they shall have conquered any difficulties, prejudices or obstacles which they may find across their path.

CRITICISM SILENCED

"Under the Webb-Pomerene law it is permitted that two or more American concerns may associate themselves for a joint adventure into the export trade. They may pool their goods. They may sell at a common price mutually agreed upon. They may have a common purse for expenses. They may agree upon business practices, and, finally, they may share pro rata in the gain or loss of the adventure. All without violation of any of the laws of the United States which seek to prevent combinations, monopoly, restraints of trade, lessening of competition or the like—all with the proviso that such association's activities be limited strictly and solely to export trade.

"In the beginning considerable criticism not based on understanding was directed against this law by foreign countries. These criticisms are not now being renewed to any great extent. They become less and less frequent as the aims, the theory and the practice of the law have come to be better understood abroad, and perhaps, also, since it is coming to be accepted that the administration of the law is being marked with unusual care.

"The associations thus far operating in the foreign trade themselves have done much to silence criticism, for the reason that their conduct has been such that during the whole time of the operation of the law there has not been a single complaint made by foreign customers against any of these associations. A course of conduct as carefully chosen as that—with nearly half a hundred associations actively engaged in foreign trade and in a period of two years and during a time of interrupted communications and of great difficulty in the foreign trade—means permanence in foreign trade built on good-will. It means repeat orders; it means volume of business; decreasing overhead; increasing profits.

"Stated in the boldest and most extreme terms, the first and commonest criticism was that the Webb-Pomerene law would permit great American combinations of capital to sail under a black flag, and, freed from all restraining laws, invade and pillage the foreign markets at will. Believing this to be true, it is not to be wondered at that our neighbors regarded the enactment of the law with apprehension. But that apprehension was ill-founded.

AID TO SMALL CONCERN

"In the first place, the greater units in American business engaged in transactions of large volume and with fully organized export trade departments had no need of the law, and have not brought themselves under its operation. On the contrary, smaller American business concerns are now able by virtue of the law to associate themselves together, and to bring a degree of competition in the foreign market and to the foreign customers of the United States which they cannot bring in the domestic market. Whereas, before the passage of the law many remote markets could only be reached by the largest American concerns, with little or no competition resulting, it is now possible for smaller concerns by uniting their resources to project

against their larger competitors a degree of competition which they are not able to bring to bear within the United States.

"Another and even more important consideration, which at first entirely escaped the attention of our foreign critics, or perhaps if noticed was viewed with skepticism, is that through the agency of the Federal Trade Commission the Export Trade act invokes and extends to all transactions in foreign trade all the domestic protection and safeguards against unfair methods of competition and unfair trade practices generally. Thus the United States has taken the lead among the nations of the world in an extension of its highest ideals to govern its foreign commerce.

"The enactment of the law in 1918 was fortunate as to time for the reason that in foreign countries the number and size of trade combinations has grown very rapidly in recent years, and through these combinations our foreign competitors have been able to exert a degree of aggressiveness and energy which has tended to offset the difficulties of war times and reconstruction times, and which, with the return to normal, would have been a menace to our foreign trade and an obstacle to its extension."

"America's Opportunity"

THE campaign that was carried on early in the year by the Chamber of Commerce of the United States and the American Bankers' Association for a proper financing of America's export trade has been renewed in a booklet entitled "America's Opportunity," issued by the Mechanics and Metals' National Bank of the City of New York. The immediate necessity is urged for extensive long-term credits out of which payments for American merchandise exports may be made.

The bank recommends a more serious consideration than has thus far been given to the opportunities afforded by the Edge Export Finance act, which became a law last Winter and which permits the sale of long-term securities in this country based upon foreign commercial obligations. In discussing the financial problems involved the bank says:

"Those who advocate loans to support our exports in the present emergency do not imply a continuing and indefinite balancing of our trade out of the proceeds of securities.

"Our present abnormal export balance will fall off gradually in any case, and ultimately an actual import balance in our trade relations is a strong possibility. Europe's urgent needs, the result of years of war, must eventually decline, not only as they are filled by goods from us, but as idle people return to production. As industry gets on its feet again Europe will be in much less imperative need of merchandise from the United States, and will be able to increase its exports to the rest of the world.

"It is in the interest of both sides that the debtor countries of Europe shall ultimately have a favorable trade balance, for that is the only condition under which they can meet their obligations. We shall gain trade permanently as other nations gain in purchasing power and not by supplanting rivals. The people of Europe have turned to America for aid in helping them to help themselves. They are asking that America extend them credit so that they may buy goods and the raw materials to restore themselves to vigor and peace. They are asking that America maintain the great promise with which she entered the war."

THE Guaranty Trust Company of New York has opened a temporary office in the exhibition grounds at Antwerp, Belgium, where the "Fete d'Anvers" is to be held in conjunction with the seventh Olympic Games. This office, which is designed to be of special service to American visitors during the Olympic season, will be in direct charge of the Brussels office of the company.

ACCORDING to a cable just received by the Mercantile Bank of the Americas from Buenos Aires, its new affiliate in Argentina, the Banco Mercantil y Agricola de Buenos Aires, will open on or about Sept. 1.

Forces Swaying Stocks and Bonds

Stocks

DECREASED interest in the stock market of the last week was attributable to uncertainty surrounding the Russo-Polish situation. Business was on a greatly reduced scale, and the price movements in the fore part of the week were irregular. Rails continued to display a firm undertone, although at times there was selling of the issues which have recently enjoyed substantial advances. The shares in the steel group developed an underlying strength which did much to stabilize the general list in the latter part of the session. Early in the week there were reports that the banks had called additional stock market loans, and call money ruled between 6 and 7 per cent. Interest in the market was confined almost entirely to the professionals, who found it less profitable to bear stocks than in the preceding week. Recoveries on Friday and Saturday were attributed in part to a desire on the part of traders to get out of the market over the weekend. Staying short of stocks over Saturday and Sunday had proved profitable in preceding weeks, but all of the news last week was not bearish, and there was a considerable easing of commitments apparent in the Saturday short session.

Alams Express Loses 2 1/4—Selling in small volume by timid holders who were uncertain as to what increases would be allowed in rates, as well as profit-taking sales on a small scale, served to depress the stock.

Advance Rumely Gains 3 1/2—The recovery was considered as normal after the decline that occurred in the preceding week.

Ajax Rubber Advances 2 1/4—Earnings of the company are at a high rate, according to official announcement.

American Banknote Up 1—Persistent buying from good sources, but on a small scale, served to bring about the advance.

American Beet Sugar Off 1 1/4—Reports indicate a good yield of sugar beets. Prices for raw sugar again declined.

American Bosch Magneto Gains 2 1/2—The stock was well taken after the preceding decline, and the bulge was attributed in part to short covering.

American Brake Shoe and Foundry Up 1—On a nominal turnover the issue recovered all of its losses in the preceding week. The outlook for equipment business is favorable.

American Car and Foundry Gains 1 1/2—Railroads are expected to place large orders for new equipment this year, and the company will share in such business.

American Cotton Oil Advances 1 1/2—The stock apparently declined to a point where it was considered in line with other non-dividend-paying issues.

American Express Off 6—Some timid holders sold stock when the outlook for increased rates for the express companies was uncertain. The American is enjoying a prosperous banking business.

American Hide and Leather Gains 1/4—After a long-drawn-out period of liquidation and continued bear raiding the issue turned toward higher ground.

American International Advances 4 1/2—The recovery in the stock was natural following the liquidation when stock market loans were generally called by the banks.

American Linseed Up 4—At the close of the week there was a sharp bulge in the stock when it was reported that control of the company had passed to new interests.

American Sugar Loses 3 1/2—There was further selling pressure exerted against the stock when Cuban raw sugar suffered another decline.

American Sumatra Tobacco Gains 3 1/2—The company reported substantial improvement in earnings in the second 1920 quarter.

American Woolen Advances 2—The recovery was due partly to the belief that the company will soon resume operations on a large scale.

Anaconda Up 1 1/2—The coppers have declined persistently for some time, and the stock seemed a bargain at lower levels.

Associated Dry Goods Loses 1 1/4—Continued uncertainty in the textile trade was reflected in the action of the issue.

Atlantic, Gulf and West Indies Off 1—Further softening of ocean freight rates was a depressing factor.

Baldwin Locomotive Gains 1/4—The turn came when it appeared that Poland and the Bolsheviks would agree upon armistice terms.

Barrett Company Gains 1—After moving over a nine-point range the shares recovered rapidly when it was stated that the big chemical merger involving other big concerns would soon go through.

Bethlehem Steel B Up 1 1/2—Continued improvement of general conditions in the steel industry contributed to the advance.

California Packing Gains 2 1/2—The outlook for the canned goods demand during the Fall and Winter was reported improved.

California Petroleum Up 1 1/2—Pressure which had been exerted against the oils as a group was removed in certain instances and recoveries were natural.

Canadian Pacific Gains 1/4—Railroad rate increases were announced at the end of the week by the Dominion Government and followed closely those allowed in the United States.

Central Leather Advances 1 1/4—The stock very apparently was oversold, and the advance was attributable to short covering as well as to interests which bought heavily at the low levels.

Chandler Motors Up 2 1/2—Shorts were nipped in this stock, which had been hammered to 79 1/2, a new low for the year.

Chicago & Northwestern Gains 1 1/2—Prospects for bumper crops was a contributing factor in the advance.

Chicago, Rock Island & Pacific Off 1—This speculative favorite was subject to pressure by the professionals.

Columbia Gas and Electric Up 1 1/4—A substantial increase in the company's production of gasoline was reported.

Consolidated Cigar Gains 2—The earnings report of the company was considered as favorable.

Corn Products Advances 2 1/2—Pressure against the issue was suddenly withdrawn, and a substantial recovery from the preceding decline was recorded. The company is reported to be doing a good business.

Crucible Steel Gains 4 1/2—The company estimates 1920 gross sales to total \$65,000,000, a big increase over the preceding year.

Delaware & Hudson Up 2 1/2—The stock is getting back into line as a 9 per cent. dividend payer.

Delaware, Lackawanna & Western Loses 8 1/2—Uncertainty regarding a segregation of the company's coal and railroad properties resulted in the release of some long stock.

Dome Mines Up 1 1/4—The stock became active when it was reported that Canadian excess profits taxes might be decreased.

Endicott-Johnson Advances 6 1/2—Accumulation by new interests seemed to develop on a fairly moderate scale.

Fisk Rubber Tire Up 1 1/4—After touching a new low at 25%, offerings were easily absorbed, and it looked as if the stock was being supported.

General Chemical Gains 6 1/2—There were reports that the big chemical merger would soon be announced.

Haskell & Barker Advances 3—When professional pressure was withdrawn the stock rebounded easily. The outlook for new business is considered good.

Houston Oil Gains 6 1/2—It looked as if the big interests which have been reported buying the stock had entered the market after the break.

Invincible Oil Up 1 1/2—The recovery in the stock was to be expected when bears turned their attention to other issues.

Keystone Tire Off 2 1/2—The decline was attributed in part to the continued break in the raw rubber markets.

Lackawanna Steel Gains 2—In 1919 the company earned \$19 a share on the stock, as compared with \$15.18 in the preceding year. Earnings this year are said to be satisfactory.

Louisville & Nashville Up 2 1/2—This 7 per cent. dividend payer is getting back into line.

Maxwell Motors Declines 2 1/2—The necessity for additional financing to complete the merger with Chalmers contributed to the decline.

Mexican Petroleum Gains 3 1/2—Earnings of the

Continued on Following Page

Bonds

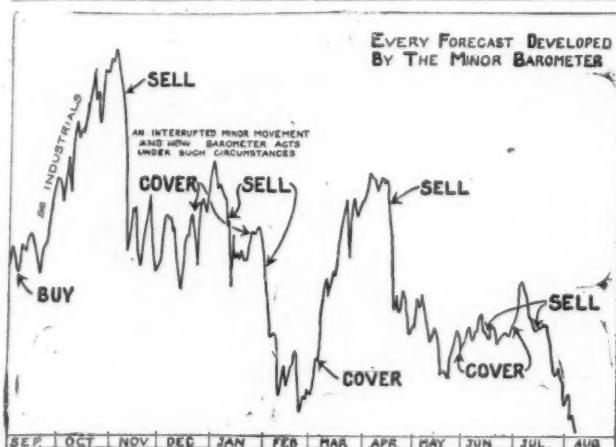
TRADING in bonds on the Exchange last week was active, but the volume of business transacted was rather small. Liberty bonds and Victory notes did not lower their values to any great extent until Friday, when some of the issues established new lows for the week. The railroad group was quite lively throughout the week, but prices generally ruled very irregular, which was also true of the industrial section. Traction and public utility bonds were more or less dull and did not vary much in price. Notwithstanding the European political and military situation, the foreign Government obligations did well, although not especially active, and prices, with the exception of one or two issues, were without any material change. Aside from new offerings during the week of \$3,674,000 Jersey City, N. J., 5 1/2 and 6 per cent. twenty and a half year average water bonds, at prices yielding 5.25 to 5.85 per cent., according to maturity, and \$600,000 Cleveland, Ohio, 5 1/2 per cent. fifty-year bonds at a price yielding 5.25 per cent., the municipal market was unusually quiet most of the week.

New corporation and public utility financing amounted to only approximately \$8,500,000, and included \$5,000,000 ten-year 8 per cent. convertible sinking fund gold notes of the National Cloak and Suit Company, at 100 and interest; \$2,000,000 five-year 8 per cent. secured gold notes of the Southwestern Power and Light Company at 98 and interest, yielding 8 1/2 per cent., and \$1,500,000 first mortgage 7 per cent. serial gold bonds of the Mobile Cotton Mills, due \$150,000 annually on Feb. 15 from 1921 to 1930 inclusive, at prices to net 8 per cent., according to maturity.

Liberty Bonds Continue at Low Levels—Compared with other weeks the Liberty loans were rather quiet. The 3 1/2s, however, displayed quite a little activity at times and sold down from a high of 90.94, reached on Monday, to 90.26 the latter part of the week. Among the other usually active issues, which presented the smallest turnover last week recorded for some time past, the second 4 1/4s declined from 84.74 to 84.28, moving up later to 84.34; the third 4 1/4s from 88.66 to 88, with a recovery to 88.06, and the fourth 4 1/4s from 85.18 to 84.64, advancing later to 84.78. The Victory 4 1/4s fluctuated between 95.52 and 95.74, and the Victory 3 1/2s between 95.52 and 95.72.

Rails Continue Irregular—The railroad group probably features the bond market as regards activity, and while prices generally were very irregular, at no time did the changes exceed much over a point. For instance, Atchison, Topeka & Santa Fé general 4s early moved up almost a point to 76, later declined to 75, and then advanced to around 75 1/2. Baltimore & Ohio convertible 4 1/2s on Mon-

Continued on Page 222



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Money

THE bank statements at the end of the week made it very clear that the Fall stringency is again in full swing. Money is moving to the interior and the East is feeling the pinch. The New York Federal Reserve Bank made its poorest showing in some months, and the statement of actual condition published by the Clearing House was far from being reassuring, if one cared to go below the surface and analyze it. On the surface it appeared harmless enough, for a more or less normal expansion in loans was offset by a substantial contraction in demand deposits.

The Federal Reserve Bank reported a ratio of cash reserves to combined note and deposit liabilities of 38.8 per cent., a full 1 per cent. under the figure of the preceding week, and a reserve of gold and legal against deposits, after providing the requisite gold cover against outstanding Federal Reserve notes, of 37.3 per cent., which compared with a corresponding reserve of 39.5 per cent. the week before. This brings the Reserve Bank down very close to the legal reserve minimum. If reserves were now being computed as formerly they were, which is to say if the legal and whatever gold were necessary to protect deposits were first set aside, with the balance of the bank's gold set against outstanding Federal Reserve notes, the reserve on Saturday would have been only 41.8 per cent., which is 1.8 per cent. above the legal limit prescribed in the act.

This is the weakest reserve position to be shown since the end of March, when the Reserve Bank was just working out of the woods. There was a sharp improvement in position after March, with the combined ratio getting up to 43.1 on April 23, but since then there has been no further improvement—as indeed there was no technical or legal reason why there should be—and in recent weeks, especially within the past fortnight, there has been a marked weakening.

This weakening of the reserve percentage was accompanied by other developments of similar nature, developments, in fact, which contributed to the falling reserve. Total cash reserves were decreased by \$16,085,000, which was due almost entirely to a loss of \$21,351,000 in the gold settlement. This latter loss was in the face of the paying off by other Federal Reserve Banks of \$16,893,000 of their indebtedness with the local institution. This would seem to indicate a very substantial flow of funds toward the interior.

Again, member banks increased their borrowings at the Reserve Bank by \$60,854,000, of which \$17,028,000 was on Government obligations and \$43,826,000 on commercial paper. But despite this huge increase the loans of the associated banks, in the Clearing House actual exhibit, increased only \$10,365,000. Where the associated banks lost heavily was in demand deposits in the actual, which were down \$40,937,000. Ordinarily, loans and demand deposits in the Clearing House banks move in harmony with one another, and that they did not do so this past week, but moved very much in opposition, seems to indicate further withdrawals, also, in all probability, by the interior.

Still other items in the week-end bank displays to reflect the present strain were those of cash holdings by member banks and the item "bills payable, rediscouts, acceptances and other liabilities" published in the Clearing House statement. The total of member banks' cash held in vaults declined \$2,092,000, to \$88,391,000, which is, with one exception, the smallest total reported this year. The bills payable item increased, on the other hand, \$48,901,000, to \$1,157,805,000, the largest total reported since the banks began the incorporation of this item in their weekly statement more than a year ago.

The situation thus disclosed may be—in fact is—seasonal. It is the usual thing for the East to "carry the load" in the Fall, while the crops are

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getting to market. Since the institution of the Federal Reserve system this Fall strain has not been so acute, relatively speaking, and there have been many in local financial circles who have hoped, and claimed to expect, that it would be of less consequence than the conservatives have been insisting it would be. But if the bank statements of Saturday have any significance at all, and it seems only logical to assume they have, it is evident that this year is going to see a very marked stringency.

Those who are optimistically inclined have been talking of the "liquidation of inventories" as the panacea of the credit situation. Beyond doubt there has been some very heroic liquidation of inventories, and doubtless there will be more, and by the same token this liquidation has released a good deal of credit which otherwise would still be "frozen." Also, the further liquidation which it is natural to expect will accomplish more progress of this kind, and it may turn out that there will be no really depressing stringency.

Continuing the optimistic vein, if France sends the \$50,000,000 gold which it is rumored she will send over in part payment of the Anglo-French loan, there will be further help to the credit situation, for this gold will certainly find its way into the Federal Reserve Banks, thereby augmenting the credit-extending potentialities. And to whatever gold the French Government sends we may expect additions from the Transvaal offerings in the London open market, for, aside from the occasional purchases for Indian account, American bidders appear to have the London market pretty much to themselves.

However, it is not evident that the Federal Reserve Board is going to permit the pyramiding of new gold arrivals into credit at the Reserve Banks. On the contrary, there is a belief, apparently well founded, that the board will do just the opposite, unless, of course, the "cheap money" advocates at Washington win a notable and totally unlooked-for victory in their present attacks on all interest rates. If the board, through the managements of the several Reserve Banks, adhere to their present policy of arresting expansion, and ultimately of forcing contraction, the new gold will not form the basis for any further expansion of credit, and if that is the case, then there is going to be real tightness of money from now on, probably to the end of the year, if not for a longer period.

Referring to specific rates for money, the call money market gave the quietest and most orderly performance it had presented since the end of May. The renewal was arranged every day at 7 per cent., and on every day, with the exception of Wednesday, the rate eased to 6 per cent. for new loans in the afternoon. The Wednesday afternoon rate was 6 1/2 per cent., with the closing on that day at the same figure. This was the first time that a fractional rate had obtained in more than a year, although on one or two occasions loans had been reported on the Stock Exchange at fractional rates.

Stocks

Continued from Preceding Page
company continue at the rate of \$20 a share in the current year.

National Aniline and Chemical Preferred Up 4 1/4—The proximity of conclusion of the big chemical company merger stiffened the stock.

Pan American Petroleum Gains 2 1/2—The advance was in sympathy with that in Mexican Petroleum, its strong subsidiary.

Pennsylvania Gains 1/4—This old-line investment issue has appreciated in market value steadily since the announcement of increased rates for the railroads.

Pittsburgh Coal Gains 3 1/4—The outlook for continued high prices for coal was a factor in the movement.

Replige Steel Advances 2 1/4—This sensitive specialty, which is very closely held, moved over a wide range, and the late recovery was attributed to short covering in part.

Royal Dutch New York Shares Gains 4 1/4—Reports that Roxana Petroleum, a subsidiary, is extending operations rapidly were bullish factors.

Santa Cecilia Sugar Loses 2—The decline was attributable to the further break in the price for raw sugar.

Standard Oil of New Jersey Gains 3 3/4—Announcement of a probable 200 per cent. dividend to stockholders of the New York company was interpreted as the forerunner of similar action by other companies in the group.

United States Rubber Advances 3 1/2—United States Rubber paying 8 per cent. was considered cheap at 80, despite uncertainties in the rubber markets.

United States Steel Gains 1 1/2—Continued reports from the steel industry of heavier tonnages and almost capacity work were reflected in the action of this usual market leader. The stock sold at 80, a new low for more than two years, and the recovery to 85% at the close was rapid.

Stocks—Transactions—Bonds

STOCKS, SHARES

Week Ended August 14.

Monday	1,000,151	908,590	442,137
Tuesday	492,324	759,953	380,920
Wednesday	463,258	939,896	367,675
Thursday	407,775	974,185	272,673
Friday	370,501	717,840	174,450
Saturday	126,160	Ex. closed	98,546

Total week 2,860,160 4,300,464 1,736,401
Year to date 143,316,460 188,493,369 \$5,063,091

BONDS, PAR VALUE

Monday	\$8,113,800	\$9,443,250	\$5,768,000
Tuesday	9,571,000	11,058,200	6,178,000
Wednesday	10,966,250	11,567,350	5,736,000
Thursday	9,025,800	11,881,500	5,524,000
Friday	7,406,100	12,130,200	5,224,500
Saturday	3,715,500	Ex. closed	2,828,500

Total week \$48,858,450 \$56,080,500 \$31,250,000
Year to date 2,346,501,650 2,007,612,989 951,072,000

In detail the bond dealings compare as follows with the corresponding week last year:

Aug. 14, '20	Aug. 16, '19	Changes
Corporations	\$10,025,000	\$7,133,000 + \$2,892,000
Liberty	35,582,950	46,737,000 - 11,154,000
Foreign	3,104,500	2,134,000 + 970,500
State	124,000	1,000 + 123,000
N. Y. City	22,000	75,000 - 53,000
Total all	\$48,858,450	\$56,080,000 - \$7,221,500

Stocks—Averages—Bonds

TWENTY-FIVE RAILROADS

	High.	Low.	Last.	Chg. Day.	Net Same Day.
Aug. 9	53.92	52.65	53.38	-1.01	60.90
Aug. 10	53.78	53.18	53.41	+.03	61.02
Aug. 11	54.22	53.62	53.90	+.52	60.64
Aug. 12	53.99	53.41	53.74	-.19	59.91
Aug. 13	54.51	53.75	54.23	+.49	59.82
Aug. 14	54.58	54.22	54.25	+.02	Ex. cl's'd

TWENTY-FIVE INDUSTRIALS

	High.	Low.	Last.	Chg. Day.	Net Same Day.
Aug. 9	100.51	97.43	99.45	-1.64	108.57
Aug. 10	100.42	98.99	99.56	+.11	109.91
Aug. 11	102.29	100.29	101.66	+2.10	109.31
Aug. 12	102.53	100.83	101.65	-.01	107.55
Aug. 13	103.26	101.90	103.09	+1.44	106.89
Aug. 14	103.77	103.09	103.22	+.13	Ex. cl's'd

COMBINED AVERAGE—FIFTY STOCKS

Aug. 9	77.21	75.04	76.41	-1.33	84.73
Aug. 10	77.10	76.08	76.48	+.07	85.46
Aug. 11	78.25	76.95	77.79	+1.31	84.97
Aug. 12	78.26	77.12	77.60	-.10	83.73
Aug. 13	78.88	77.67	78.06	+.97	83.35
Aug. 14	79.17	78.65	78.73	+.07	Ex. cl's'd

Bonds—Forty Issues

	High.	Low.	Close.	Change.	Name Day.
Aug. 9	67.43	67.43	67.43	-.17	75.89
Aug. 10	67.34	67.34	67.34	-.00	75.78
Aug. 11	67.86	67.86	67.86	+.02	75.68
Aug. 12	67.30	67.30	67.30	-.06	75.57
Aug. 13	67.21	67.21	67.21	-.09	75.30
Aug. 14	67.14	67.14	67.14	-.07	Ex. closed

STOCKS—YEARLY HIGHS AND LOWS—BONDS

	50 STOCKS.	40 BONDS.
High.	Low.	High.
*1920...94.07 Apr.	75.04 Aug.	72.51 Jan.
1919...99.59 Nov.	69.73 Jan.	79.05 June
1918...80.16 Nov.	64.12 Jan.	82.36 Nov.
1917...90.46 Jan.	57.43 Dec.	89.48 Jan.
1916...101.51 Nov.	90.91 Apr.	89.48 Nov.
1915...94.13 Oct.	58.99 Feb.	87.62 Nov.
1914...73.30 Jan.	57.41 July	89.42 Feb.
1913...79.10 Jan.	63.09 June	92.31 Jan.
1912...85.83 Sep.	75.24 Feb.	85.45 Dec.
1911...84.41 June	69.57 Sep.	.....

*To date.

CUBA

Information About

CUBA

Financial Situation

Business Conditions

Contained in Our

Monthly Letter

Copy Sent on Request



MERCADERES Y TENIENTE REY

Head Office: Havana, Cuba

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The Annalist Barometer of Business Conditions

WHEN general business is as irregular and "spotty" as it has been in the last two months, there is a tendency to overemphasize the unfavorable aspects of the situation at the expense of lines in which fair activity continues. The great decline of textile manufacturing since June 1, for example, has, probably, been used too forcefully as a barometer of the whole producing and distributing organization of the country. The facts show that the woolen, silk and parts of the cotton trades have been, and still are, greatly depressed in comparison with the rushing pressure of output and orders in the Spring. While there were last week renewals of operation in certain mill work, lately discontinued, no information has come to show that manufacturers are preparing to reopen leading units in New England. The same situation exists in the large textile centres of England and on the Continent, while the textile depression of Japan seems to be no nearer relief than in May.

But textiles form only one important department of industrial endeavor. There are steady influences at work elsewhere. The steel industry stands out as a bulwark of forward-looking activity, the plants not only being engaged at as high a basis of capacity as receipts of raw materials and fuel permit but also making plans for an expansion of effort next year. Who knows but what the steel and iron trades are reflecting a gradual growth of industry before the end of 1920, when stocks of goods shall have been reduced to a point where distributors will be impelled into the market on a growing scale? As the prospect of railroad purchases of steel is the primary buoying influence in the steel trade, so, it may be reasoned, the product of railroad purchases in terms of additional facilities for transporting goods will increase industrial employment and urge the consumption of materials of many forms.

As for the present, business remains uncertain of its course. The banks stand firmly committed to a contraction of loans wherever results may be obtained, and, with the crop moving season getting well under way, it is not likely that any real easement of credit can be looked for in the next few weeks. It may be said, however, that the exertions of bankers, assisted by Federal Reserve officials, has brought the banking situation forward into a position of greater strength than was expected two months ago, and it looks as though the crops will be financed without making necessary any material use of the Reserve system's reserve credit supplies. If it is found possible to get through the Autumn months without expanding the credit structure and, in fact, to the accompaniment of an actual reduction of credit, there will be reason to look for an easier situation respecting business working capital in the Winter.

The July crop report contained important figures respecting yields and their natural effect upon sales of goods. Spring wheat received some injury during the month from rust and unfavorable weather, but a generous prospect for corn, the indicated yield being in excess of 3,000,000,000 bushels, goes far to offset a shrinkage from June expectations in the full wheat crop. The agricultural communities are not, however, spending their incomes in advance. Retail goods' sales in the Northwest were reported rather moderate last week, with more activity showing in the Southwest. A slackening of automobile orders seems to indicate that farmers and merchants, among others, are inclined to hold back from new purchases until they are able to size up their profits in the Autumn period.

It is noticeable that talk of a Winter fuel famine is quieting down, due in part to steady production at most mining centres and to improved distribution. The railroads have made progress in clearing away terminal congestion and car allocations are helping out what appeared to be a grave situation a month ago. The building trades continue under the handicap of restricted supplies; it has long been impossible to get a firm quotation for certain building materials. Reports to *Bradstreet's* from

135 cities in July show building permits valued at \$102,342,933, against \$121,395,345 in June and \$120,130,991 in July of last year.

Iron and Steel

SOME interesting shifts in the distribution of steel products came to light last week. The automobile trade, as a whole, is not taking supplies of sheets, bars, &c., on the scale of a month ago, but this has not proved embarrassing to steel producers because they have been able to switch a round amount of the tonnage over to manufacturers of farming implements and tools, other machinery makers also getting a share. These consumers were, of course, being supplied with much steel before, but the auto companies had been forehanded, pre-empting a vast amount of mill space last Winter, with the result that shortages existed for consumers in other lines.

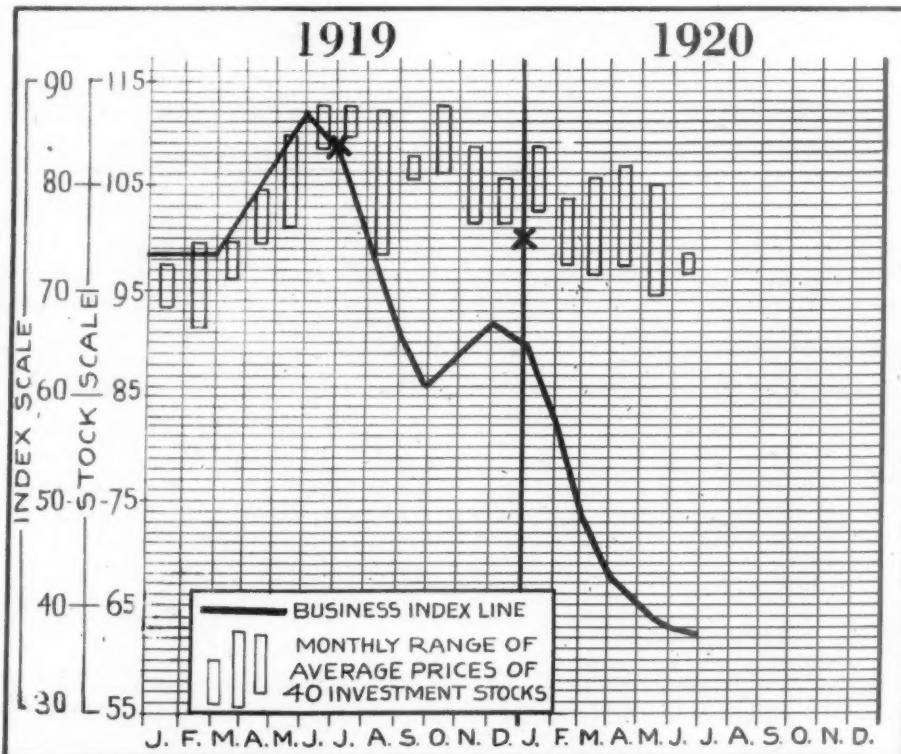
The sound position of the steel trade continues to be a steady influence for industry as a whole. Gradually railroad buying is becoming a stimulating factor in the market, including rails and cars, but more particularly new parts for the repair of existing equipment. Railroad purchases are especially welcome to steel mills at this time for the double reason that the business itself is of the sort for which the producing companies made particular preparation in past years and because

through increases of railroad equipment, whether new or repaired, the distribution of steel and raw material to general consumers can be speeded up.

The Steel Corporation had 11,118,000 tons of unfilled orders on its books as of July 31, which means about eight months' capacity operations. The increase of 135,000 tons in bookings during the month represented a fair expansion in actual new contracts, but evidently resulted to a greater extent from retarded shipments of finished goods. The railroad situation at the leading steel-making centres has improved somewhat in the last fortnight, but the record of ingot production in July shows that handicaps upon the assembly of materials and fuel had an appreciable effect in holding production down. The estimated total of ingots made throughout the country was 3,297,000 tons, compared with 3,548,000 tons in June, according to *The Iron Age*, which meant that the daily average in July was about 10,000 tons less than in the preceding month.

In considering production records in the Summer allowance must be made for the effect of warm weather. It is possible that, even with freer movements of cars, the August output will not be as substantial as during the early months of the year, when production was at a record rate, promising 42,000,000 tons for the year. From all that can be determined from the current state of the in-

Business Index Line



May Index Number: 38.7.

June Index Number: 37.4, a decline of 3.36 per cent.

THE outlook is for a decline in business activity. If the index line proves as accurate in the present as it has been in the past no forecast of a sustained upward trend of stock market average prices can be confirmed before next October, and there is no indication that such a forward movement will begin even then. Since business is recognized to lag from six to ten months behind the movements of the stock market, the indications are that business will fall off for the rest of the year and through next Spring.

An upward turn of the line may come, of course, with the July index number, and this would constitute, potentially, the beginning of a forecast of a forward movement in the stock market. To complete the forecast it would be necessary for the August index number to reach a figure more than 108 per cent. of the July number and more than 110 per cent. of the June number, with the September figure showing a continued gain to a point more than 110 per cent. of the August number.

In referring to the business index line it should be kept in mind that it was designed to forecast the beginning and end of long-continued movements, whether of rising or falling security prices and increasing or decreasing business activity. To attempt to read from it any indication of the intermediate fluctuations is to ask of it more than it was designed to furnish. In other words, neither security prices nor business activity should be expected to follow the movements of the index line. Either and both may rise while the line is falling, although, over a sufficiently long period, both will be found to follow the same general trend as the index line.

Acknowledgment is made to Professor Warren M. Persons, editor of the Statistical Service of the Harvard University Committee on Economic Research, for his courtesy in supplying to *THE ANNALIST* corrected figures for the monthly data on which the index is based. The chart has been prepared, however, according to a method entirely different from that employed by Professor Persons in his use of the data.

industry there will be need for all the steel which the mills can make in the remainder of the year, and the fact that company managers are looking ahead to activity in 1921 is disclosed in canvasses now being made of price schedules for deliveries in the far future. A great proportion of the railroad orders now being filed, and others to come in the next few months, cannot be reached until the first quarter of next year. This should be borne in mind by followers of railroad developments, for the point has been emphasized by equipment makers and railroad men that new equipment contracts are not filled immediately. Besides the inflowing domestic orders, the car and locomotive makers have sizable foreign contracts on hand.

The matter of steel prices, whether they are to be higher after the new freight rates go into effect or remain at present levels, has not been definitely decided upon by manufacturers. The leading unit is likely to hold quotations as near to current levels as possible. The others are expected to feel out the market carefully before making any changes, for action will be avoided that would tend to scare buyers away. There is no expectation that wages will be lower for a long time to come, and many plants are still bereft of full working forces, although the slowing down of certain other industries in steel-making territory has brought about scattered surpluses of labor.

Foreign Exchange

THE foreign exchange market fluctuated a good deal last week, but not quite so much as in the preceding week. In the early days rates were pronouncedly weak, but later they recovered rather well and finished with no great net changes. Sterling, of course, was again the dominating feature, and interest in Continentals was more or less nominal, except as price changes were studied for their possible reflection of foreign events.

Sterling broke sharply on Monday. As against a closing price of \$3.66 1/2 on the previous Saturday, the rate got down to \$3.60 1/4 on Monday for demand bills on London. This weakness was due almost entirely to the apprehension felt over the Russo-Polish situation, which was emphasized by Lloyd George's announcement that a ten-day truce had been refused by the Soviet Government. Other European rates followed sterling down, and on Monday afternoon there was a very disagreeable state of affairs in the market. A good deal of uneasiness was engendered here, and offerings of bills, both spot and future, were freely made. Also, there was quite a little speculation on the short side, with operators who had been out of the market for some time re-entering it in most aggressive manner.

But after Monday sterling displayed an improving tone. Doubtless the speculation for the fall on Monday had improved the technical position of the market, and on the recovery there was a considerable amount of repurchasing by the Monday short-sellers. The European news appeared better on that day, and there were bids in the market which prevented any substantial downward reactions after the first advance started. By Wednesday London demand was up to \$3.67 1/2, a rate which turned out to be the best of the week, and although on that day the European political developments took a turn for the worse again, the market never got below \$3.64 and finished somewhat above that level.

Publication of the British trade figures for July, a most remarkable document in many respects, tended to offset the very large offerings of grain and cotton bills. These offerings, which started in the previous week, continued last week and were, at most time, in big volume. Monday's weakness, as usual, brought a lot of selling orders into the market, and many of these were not finally executed until during the late days of the week. In this respect, the selling was somewhat out of the ordinary. Usually selling of this kind lasts only while the market is weak, for cancellations have a way of appearing as soon as recovery is

noted. But last week the selling orders, once in, were left in until executed.

From now on it may be expected that grain and cotton bills will be put out in large quantity. The South is preparing to dispose of its surplus and seems determined to get rid of it as soon as possible, while the grain dealers also seem intent upon providing for their Fall requirements at an early date. Thus there is likely to be a steady stream of offerings for some weeks to come. If the market can withstand this pressure without unusual weakness it will be a very good augury for the late Fall, after the pressure is eliminated and the Anglo-French maturity is out of the way.

The British trade statement for July reported imports of £163,417,000, exports of British products amounting to £137,451,000 and re-exports totalling £17,848,000, thus making total exports £155,299,000. The imports into the United Kingdom were the smallest for any month since November, 1919, and the re-exports also fell off sharply, being the smallest monthly total since that of September of last year. But the exports of British products were the largest ever recorded, and so large, in fact, that notwithstanding the curtailment in re-exports, they made the total of all exports also the largest the British Board of Trade ever has reported.

The excess of imports over exports shown in this display was only £8,118,000, which is not only smaller than any similar excess for the entire war period, but also is smaller than many monthly excesses of imports in pre-war years. The excess in December, 1913, for example, was some £10,000,000 greater than in the month just ended. In June imports exceeded exports by £34,086,000 and in February of the current year the excess of imports was no less than £61,946,000. In July, 1919, the excess was £76,067,000 and in January, 1919, which showed the high total for recent months, the figure was £82,615,000.

Continental exchanges, for the most part, followed sterling. Followed is used advisedly, for the Continental rates were at times notably slow in following the lead of sterling, both in the early decline and in the subsequent recovery. French francs, which started the week at the low of 14.08, recovered to 13.67 on Wednesday, and thereafter did not fluctuate so greatly. Belgian francs moved up from an early low of 13.02 to a mid-week high of 12.78, while Italian lire broke under 20 to the dollar for the first time since May.

Reports that France had about completed arrangements for taking care of its share of the Anglo-French maturity on Oct. 15 were encouraging. It was said, first, that "all arrangements had been completed," but this turned out to be rather a forecast than a statement of actual accomplishment. From reliable quarters it was learned that the French Government has purchased, or made provision for purchasing, approximately \$40,000,000 worth of the bonds out of remittances already accumulated on this side. It is prepared to send, in round numbers, \$50,000,000 gold, presumably from the stock of the metal held by the Bank of France, and it is anxious to refund upward of half of the French share, or \$125,000,000. It will refund more than this amount if it can be arranged, or it will accept less if that much cannot be made available. The balance, of whatever amount it may turn out to be, will be provided by various means. If no other way can be found, it is assured, the French Government will purchase dollars in the open foreign exchange market. If this operation is necessary on any very large scale it will hardly tend to improve the market position of francs. But this much is evident; the loan is to be met in full at maturity, no matter what methods may be found necessary to accomplish the payment.

Grain

ERRATIC price movements and trading in the grain markets of last week were traceable directly to conflicting news and other market factors. There was considerable confusion apparent at times and numerous reactions, but prices closed for the week in advance of the opening quotations. Both wheat and corn followed the same general course.

At the beginning of the week uncertainty regarding the developments in the Russo-Polish situation resulted in an initial bidding up of prices. This soon gave way to a decline and short sales when conditions seemed more favorable than had generally been expected. In addition there was

almost a complete cessation of buying for export, as compared with an extraordinarily heavy demand from these sources in the preceding week. Another factor was the improvement shown in the crop reports from various sections of the country.

In some quarters in the trade it was inferred that the drop in export inquiry and purchasing was due not alone to indications that the Poles and the Soviet army approaching Warsaw would soon sign an armistice, but to the desire of the export buyer to see heavier receipts when more grain was forced on the market due to tense money conditions in the interior. It looked also for a time as if the interior would send more grain to market as the result of the calling of loans by banks and their refusal to make further extensions of loans which they had out, except at lower crop valuations and higher rates.

Later unfavorable crop conditions were reported from some localities, and advices from Minneapolis showed that there was an increase in domestic demand in that market. In addition the condition reports on the Canadian crop were highly unfavorable and prices advanced.

In the corn markets the report that the drought had been broken and adequate rains were being enjoyed over a large portion of the belt served to weaken prices, and there was an initial decline. The car situation was reported to have improved somewhat as well, and general expectations were for a better volume of receipts. In addition the Government estimated the crop at 3,003,000,000 bushels, as compared with an estimate in the preceding month of 2,779,000,000 bushels and 2,917,450,000 a year ago. Also the visible supply last week decreased 625,000 bushels, as compared with 556,000 bushels in the corresponding week a year ago. The prices at the closing showed improvement for December, but were lower for December deliveries. Oats declined and closed lower for the week. After a decline in prices rye rallied and closed slightly higher.

Acceptances

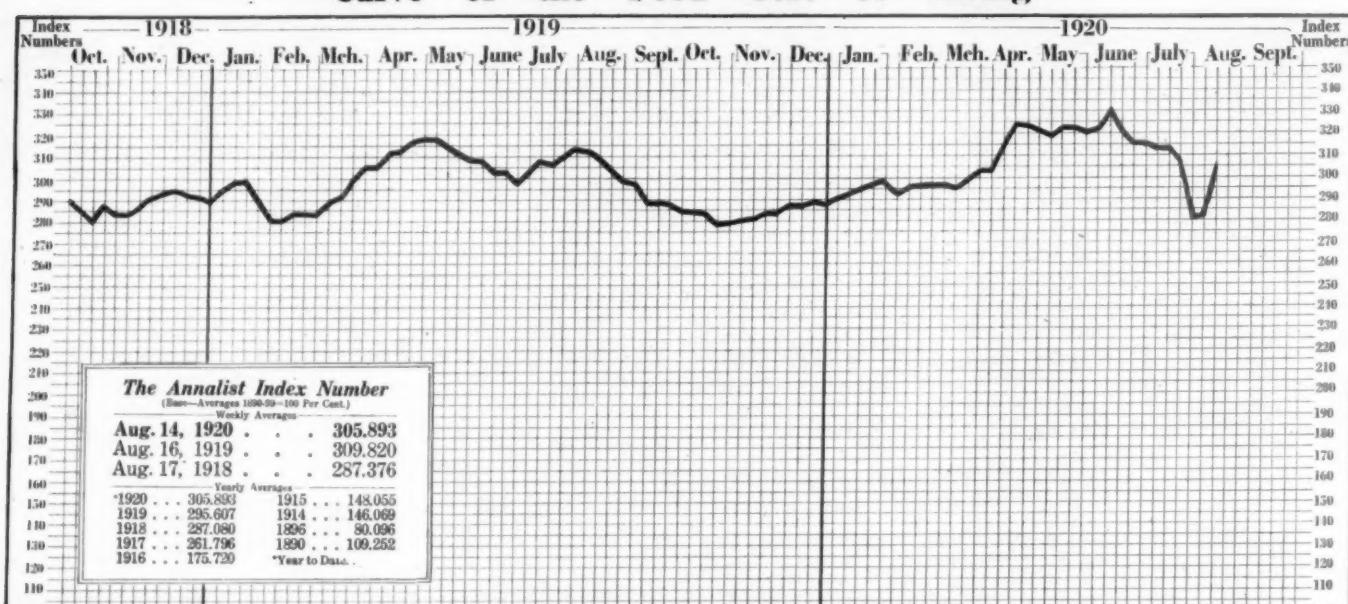
THE dullness of the previous week carried into last week, and was especially marked in the early days. There was still a brisk demand for New York bills, but until Wednesday or Thursday very few of these papers made their appearance in the market. The result was an even greater slowing down than had been seen before, and trading was at virtually a standstill. However, in the closing days more bills came into the market, and business quickened somewhat.

There was no change in rates so far as the general run of business was concerned, although it was reported that one or two of the smaller dealers had cut under the prevailing figure for out-of-town bills. What tends to hold the market up, though, is the fact that although the demand for good New York bills is so insistent, the bidders refuse to lower their figures. If they did, with conditions as they now are, it is doubtful if they would be able to secure any greater supply of acceptances, for the bills simply are not in the market and are not to be had at any figure, except in rare cases.

The great shortage of New York names is rather hard to explain. The banks are not putting out the bills, and, presumably, business is falling off. The scare over the possible treatment of acceptances at the Reserve Bank has died out, but in its place there is another fear: the fear of getting a bank's name on the wrong kind of paper. Since the collapse of the silk market, with its accompanying embarrassments for some large foreign exporting and importing houses, banks hesitate to indorse foreign paper, and domestic paper is not available in sufficient volume to meet the demand.

To a less noticeable extent this also applies to out-of-town bills of the first class. The emissions of the big interior banks have fallen off in quantity and the individual sizes, but because demand lately has been so greatly in favor of New York names, there is a somewhat greater supply of these

Curve of the Food Cost of Living



An index number is a means of showing fluctuations in the average price of a group of commodities. The Annalist Index Number shows the fluctuations in the average wholesale price of twenty-five food commodities selected and arranged to represent a theoretical family's food budget.

Financial Transactions

BAROMETRICS

The State of Credit

	Same Week	Year	Same Period	Last Year
Sales of stocks, shares.....	4,290,160	4,300,464	143,316,460	188,493,369
Sales of bonds, par value.....	\$48,358,450	\$56,080,500	\$2,346,501,050	\$2,007,612,989
Average price of 50 stocks.....	High 75.86	High 86.15	High 94.07	High 93.56
Low 75.04	Low 82.82	Low 75.04	Low 69.73	
Average price of 40 bonds.....	High 67.43	High 75.80	High 72.51	High 79.05
Low 67.14	Low 75.30	Low 65.57	Low 75.30	
Average net yield of ten high-priced bonds.....	5.455%	5.005%	5.427%	4.900%
New security issues.....	\$13,000,000	\$18,150,000	\$1,108,000,000	\$765,380,000
Refunding.....	10,000,000	94,325,210	117,000,000	

POTENTIALS OF PRODUCTIVITY

The Metal Barometer

—End of July— —End of June—

	1920.	1919.	1920.	1919.
United States Steel orders, tons.....	11,118,468	5,578,081	10,978,817	4,892,855
Daily pig iron capacity, tons.....	98,937	78,340	101,451	70,495
Pig iron production, tons.....	*3,067,043	*2,428,521	3,043,540	1,114,863

*Month of July. †Month of June.

Alien Migration

	June,	May,	April,	March,	Feb.,	Jan.,
Inbound.....	1920.	1920.	1920.	1920.	1920.	1920.
Outbound.....	40,715	40,048	36,958	29,098	22,088	25,061
Balance.....	37,584	21,162	26,109	18,714	24,379	24,529
	+12,131	+18,886	+10,780	+10,384	+2,203	+522

Building Permits (Bradstreet's)

	July	June	April
1920.	1919.	1920.	1919.
125 Cities.	135 Cities.	148 Cities.	144 Cities.
\$103,342,933	\$120,130,901	\$119,403,718	\$119,771,860

MEASURES OF BUSINESS ACTIVITY

Bank Clearings

	Entire country estimated from complete returns from cities representing 92.3 per cent. of the total. Percentages show changes from preceding year.
The Last Week, P. C. The Week Before, P. C.	Year to Date, P. C.
1920 \$1,300,000,000 -10.2	\$8,277,000,000 - 6.5
1919 \$1,322,000,000 +33.4	\$8,319,000,000 +40.4

Gross Railroad Earnings

	Third Week	Second Week	First Week	Month of	From Jan. 1
In July.	In July.	In July.	In July.	April.	to April 30.
16 Roads.	16 Roads.	13 Roads.	18 Roads.	188 Roads.	188 Roads.
1920 \$13,230,700	\$13,021,426	\$10,402,544	\$101,604,665	\$1,787,742,361	
1919 11,302,650	10,808,069	9,020,900	380,487,271	1,516,044,857	
Gain or loss.....	+\$1,928,146	+\$2,213,337	+\$1,375,644	+\$12,117,424	+\$271,847,504
	+17.6%	+20.4%	+15.2%	+3.1%	+17.9%

WEEK'S PRICES OF BASIC COMMODITIES

	Current	Range	Mean	Mean Price of
	Minimum	1920	Price	Other Years
Copper: Lake, spot, per lb.....	\$0.19	\$0.194	\$0.189	1919.
Cotton: Spot, middling upland, lb.....	\$3.750	\$4.375	\$3.750	\$0.2475
Cement: Portland, bbl.....	\$3.10			
Hemlock: Base price per 1,000 feet.....	57.00	57.00	48.00	52.50
Hides: Packer, No. 1, native, lb.....	.28	.41	.28	.3450
Petroleum: Pennsylvania crude at well, bbl.....	6.10	6.10	5.00	5.55
Pig iron: Bessemer, at Pittsburgh, per ton.....	48.40	48.40	37.40	42.90
Rubber: Up river, fine, per lb.....	\$3.50	.49	\$3.50	.4125
Silk: Japan, Shinshu No. 1, per lb.....	5.80	17.85%	5.40	11.6275
				..

Comparison of Week's Commercial Failures (Dun's)

	Week Ended Aug. 12, 1920.	Week Ended Aug. 14, 1919.	Week Ended Aug. 15, 1918.	Week Ended Aug. 16, 1917.	Week Ended Aug. 17, 1916.
To Over \$10,000.	53	49	18	55	21
To Over \$50,000.	43	26	7	32	8
To Over \$100,000.	42	24	10	35	16
To Over \$250,000.	17	9	2	31	11
United States.....	155	76	115	37	153
Canada.....	14	3	11	4	11

Failures by Months

	July	1920.	1919.	1920.	1919.	1918.
Number.....	681	432	4,033	3,805	6,675	
Liabilities.....	\$21,928,412	\$5,507,010	\$106,050,288	\$74,217,896	\$97,583,134	

OUR FOREIGN TRADE

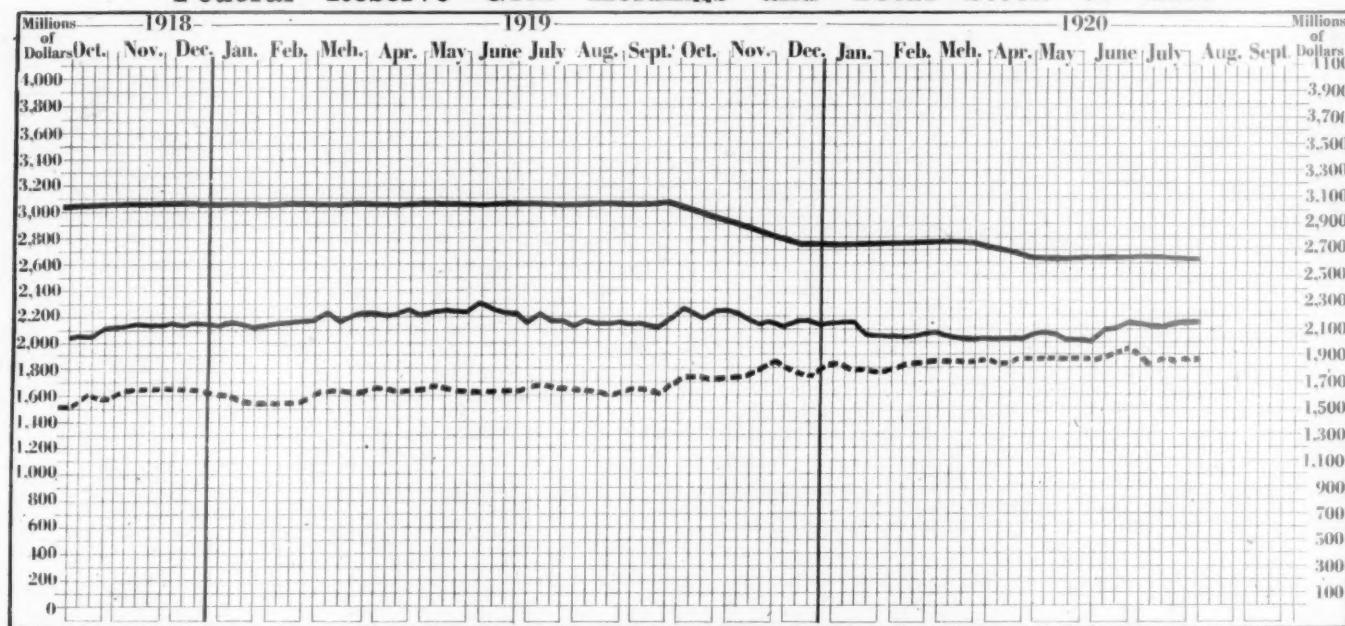
	June	1919.	1918.	Six Months
Exports.....	\$631,000,000	\$28,375,000	\$4,057,500,000	\$4,057,420,000
Imports.....	553,000,000	292,915,000	2,044,800,000	1,610,508,000
Excess of exports.....	\$78,000,000	\$635,464,000	\$1,303,865,000	\$2,446,912,000

Foreign and Domestic Exchange Rates

New York funds in Montreal were quoted at from \$140.62% to \$128.44 premium. The discount in Montreal funds in New York was from \$123.29 to \$113.75. The week's range of exchange on the principal foreign centres last week compared as follows:

	Normal Rates of Exchange.	Last Week.	Prev. Week.	Year to Date.	—Yr. to Date.	Same Wk.
4.8665—London.....	3.67% 3.99%	3.72	3.55%	4.06%	3.19	4.31%
5.1813—Paris.....	13.67	14.08	13.11	14.14	10.74	17.15
5.1813—Belgium.....	12.77	13.02	12.42	13.05	5.62	17.51
5.1813—Switzerland.....	5.97	6.00	5.88	5.96	5.46	6.22
5.1813—Italy.....	19.72	20.04	18.83	19.68	13.29	26.65
40.20—Holland.....	33,1875	33.00	34,375	33.00	39.00	37.25
19.30—Greece.....	12.20	12.45	12.25	15.15	10.75	19.15
19.30—Spain.....	15.20	14.88	15.28	14.89	19.15	19.15
26.80—Copenhagen.....	15.30	15.65	15.65	15.15	14.35	21.60
26.80—Stockholm.....	20.75	20.56	21.00	20.35	22.15	24.75
26.80—Christiania.....	15.30	15.00	15.75	15.75	20.40	23.40
51.44—Russia.....	1.83	1.83	1.83	1.83	4.70	1.40
48.66—Buenos Aires.....	5.25	5.00	5.75	5.00	36.00	41.00
42.44—Buenos Aires.....	38.50	38.15	39.35	38.25	43.75	42.20
33.55—Rio.....	21.18	20.80	21.75	21.15	28.00	26.00
23.83—Germany.....	2.19	2.10	2.20	2.15	3.01	1.01
20.26—Austria.....	.52	.50	.57	.50	.85	.35
23.83—Poland.....	47.25	46.25	47.50	47.25	50.00	49.50
20.26—Czechoslovakia.....	1.26	1.19	1.28	1.28	1.20	1.20
19.30—Belgrade.....	1.88	1.86	2.23	1.85	1.20	1.20
19.30—Finland.....	4.95	4.25	6.25	4.25	1.20	2.20
19.30—Rumania.....	3.75	3.20	4.50	3.80	1.20	1.20
19.30—Cables.						
4.8665—London.....	3.68%	3.61	3.72	3.56	4.07%	3.19%
5.1813—Paris.....	13.65	14.06	13.09	14.12	10.72	17.13
5.1813—Belgium.....	12.73	13.00	12.40	13.65	5.61	8.16
5.1813—Italy.....	19.68	20.02	18.79	19.64	13.18	26.65
40.20—Holland.....	33.50	33.125	34.50	33.125	33.125	37.375
19.30—Greece.....	12.25	12.05				

Federal Reserve Gold Holdings and Total Stock of Gold



The space between the base line and the broken line represents the cash reserves required, that between the broken line and the light line represents the excess reserves, or free gold, and the whole space between the base line and the heavy line represents the total stock of gold. The supply is computed monthly, so that the record can never be brought to the date of publication. The chart records the last figures published.

	Week Ended Saturday, Aug. 14												Bank Clearings												By Telegraph to The Annalist													
	Central Reserve cities			Last Week			1918			1919			Year to Date			1920			1919			1920			1919			Year to Date										
New York	\$4,080,500,892	\$4,568,624,891	\$357,169,293,166	\$139,250,080,135																																		
Chicago	599,439,095	608,769,098	20,572,855,068	17,924,618,090																																		
St. Louis	154,038,941	174,282,368	5,594,528,520	4,005,707,611																																		
Total, 3 C. R. cities	\$4,833,978,928	\$5,351,673,337	\$183,436,686,784	\$161,180,405,815																																		
Increase	+\$9.6%			13.8%																																		
Other Federal Reserve cities:																																						
Boston	\$334,893,326	\$350,067,349	\$12,303,172,518	\$10,082,617,651																																		
Cleveland	134,718,419	115,527,947	3,965,353,178	3,195,198,734																																		
Kansas City	228,917,118	272,969,091	7,827,185,930	6,501,502,900																																		
Minneapolis	73,096,048	44,467,329	2,207,296,188	1,256,318,155																																		
Richmond	51,355,000	55,131,000	1,002,467,000	1,639,895,591																																		
San Francisco	153,000,000	161,551,558	5,014,182,000	4,056,751,181																																		
Total, 6 cities	\$976,909,911	\$909,714,274	\$32,319,626,853	\$27,352,284,292																																		
Increase	+\$2.3%			18.1%																																		
Total, 9 cities	\$5,810,888,839	\$6,351,330,631	\$212,756,313,637	\$188,532,690,047																																		
Increase	+\$8.5%																																					

Actual Condition	Statements of the Federal Reserve Banks												Aug. 13											
	Dist. 1. Boston	Dist. 2. New York	Dist. 3. Philadelphia	Dist. 4. Cleveland	Dist. 5. Richmond	Dist. 6. Atlanta	Dist. 7. Chicago	Dist. 8. St. Louis	Dist. 9. Minneapolis	Dist. 10. Kansas City	Dist. 11. Dallas	Dist. 12. San Fran. &c.												
Gold reserve	\$216,385,000	\$475,210,000	\$170,625,000	\$235,821,063	\$474,628,000	\$75,344,000	\$823,921,000	\$86,043,000	\$87,880,000	\$75,398,000	\$46,406,000	\$163,596,000												
Bills on hand	186,550,000	1,011,381,000	190,253,000	240,566,000	111,871,000	120,440,000	477,124,000	113,919,000	78,263,000	101,700,000	71,351,000	205,036,000												
Resources	506,373,000	1,850,545,000	470,865,000	583,869,000	269,913,000	243,675,000	960,280,000	266,060,000	157,393,000	273,378,000	56,714,000	58,775,000												
Due to members	121,109,000	727,642,000	107,531,000	144,941,000	57,045,000	50,157,000	265,708,000	64,993,000	43,272,000	70,739,000	53,310,000	119,035,000												
Notes in circulation	202,189,000	852,695,000	262,309,000	326,617,000	132,342,000	140,707,000	538,278,000	128,262,000	75,799,000	101,832,000	79,202,000	238,949,000												

Federal Reserve Bank Statement

Consolidated statement of the twelve Federal Reserve Banks compares as follows:			
RESOURCES	Last Week	Previous Week	Year Ago
Gold coin and certificates	\$179,630,000	\$185,165,000	\$250,651,000
Gold settlement fund, Federal Reserve Board	389,927,000	381,259,000	591,206,000
Gold with foreign agencies	111,531,000	111,531,000	-----
Total gold held by banks	\$681,088,000	\$677,955,000	\$841,857,000
Gold with Federal Reserve agents	1,164,562,000	1,150,343,000	1,118,904,000
Gold redemption fund	131,708,000	152,307,000	121,836,000
Total gold reserves	\$1,977,258,000	\$1,980,605,000	\$2,082,587,000
Legal tender notes, silver, &c.	155,327,000	151,139,000	69,133,000
Total reserves	\$2,132,885,000	\$2,131,744,000	\$2,151,723,000
Bills discounted: Secured by Government war obligations	1,296,981,000	1,285,398,000	1,522,902,000
All other	1,302,023,000	1,254,435,000	220,347,000
Bills bought in open market	329,618,000	339,390,000	374,375,000
Total bills on hand	\$2,909,624,000	\$2,889,223,000	\$2,117,711,000
United States Government bonds	26,819,000	25,810,000	27,068,000
United States Victory notes	69,000	69,000	274,000
United States certificates of indebtedness	277,836,000	271,490,000	295,727,000
Total earning assets	\$3,214,339,000	\$3,187,502,000	\$2,440,813,000
Bank premises	14,601,000	14,444,000	11,806,000
Uncollected items and other deductions from gross deposits	798,155,000	732,688,000	838,399,000
Five p. c. redemption fund against Federal Reserve Bank notes	11,947,000	12,614,000	11,313,000
All other resources	3,859,060	3,331,000	9,503,000
Total resources	\$6,175,789,000	\$6,083,443,000	\$5,553,188,000
LIABILITIES	Last Week	Previous Week	Year Ago
Capital paid in	\$96,551,000	\$95,341,000	\$844,060,000
Surplus	164,745,000	164,745,000	81,087,000
Government deposits	11,023,000	20,353,000	58,584,000
Due to members—reserve account	1,857,542,000	1,816,798,000	1,778,305,000
Deferred availability items	599,397,000	549,778,000	670,545,000
Other deposits included for Govt. credits	45,043,000	44,821,000	109,210,000
Total gross deposits	\$2,490,605,000	\$2,431,650,000	\$2,616,704,000
Federal Reserve notes in actual circulation	3,169,181,000	3,141,861,000	2,740,901,000
Fed. Res. Bank notes in circulation, net lab.	196,912,000	194,834,000	209,709,000
All other liabilities	57,755,000	55,012,000	20,384,000
Total liabilities	\$6,175,789,000	\$6,083,443,000	\$5,553,188,000
Ratio of total reserves to net deposit and F. R. note liabilities combined	43.0%	44.0%	50.9%
Ratio of gold reserves to F. R. notes in circulation after setting aside 35 per cent. against net deposit liabilities	48.6%	48.9%	61.1%

Statement of Member Banks

Data for Federal Reserve Cities and in Federal Reserve Branch Cities.			
New York	Chicago	New York	Chicago
Aug. 6. July 30.	Aug. 6. July 30.	Aug. 6. July 30.	Aug. 6. July 30.
Number of reporting banks	72	72	50
U. S. bonds to secure circulation	\$36,886,000	\$36,961,000	\$1,438,000
U. S. bonds, incl. Liberty bonds	226,840,000	221,852,000	20,984,000
U. S. Victory notes	65,086,00		

New York Stock Exchange Transactions

Highest and lowest prices of the year are based on sales of 100 shares. Where prices are used for less than that amount they are marked with an asterisk (*)

Week Ended August 14

Yearly Price Ranges										Stocks	Amount Capital Stock Listed.	Last Dividend Paid.	Total Sales 2,860,169 Shares				Last Week's Transactions			
1918.	High.	Low.	High.	Low.	This Year	To Date.	Date.	Per Cent.	Per				First.	High.	Low.	Last.	Change.	Sales.		
80	80	84	84	29%	40	Mar. 31	21	Feb. 11	1%	ACME TEA 1st pf.	2,750,000	June 1, '20	1%	Q	25	33	31%	-2%	500	
80	82	64	64	29%	40	Mar. 31	21	Aug. 12	1%	ACME TEA 1st pf.	12,000,000	Dec. 1, '19	1%	Q	21	30	30%	+1%	2,000	
20%	11	54	54	40%	50	Mar. 31	21	Aug. 12	1%	Advance Humey pf.	11,948,500	July 1, '20	1%	Q	38%	38%	38%	0%	1,200	
62%	25%	76	60	60%	72	Jan. 12	18%	Aug. 8	4%	Advance Humey pf.	11,948,500	July 1, '20	1%	Q	45%	48%	44%	+2%	1,500	
72%	49	113	66	88%	50	Jan. 5	44	Aug. 9	9	Ajax Rubber (\$40)	10,000,000	June 15, '20	\$1.00	Q	45	48%	44%	+2%	1,000	
5%	14	44	14	1%	2%	Mar. 24	1	Aug. 9	9	Alaska Gold M. (\$10)	7,500,000	.....	.....	.....	1%	1%	1%	1%	2,400
3%	14	34	34	1%	3	Mar. 31	1%	Aug. 7	1%	Alaska Jun. G. M. (\$10)	13,987,440	.....	.....	.....	1%	1%	1%	1%	5,100
*185	*150	*185	*156	100%	15	May 15	15	July 31	1%	Albany & Susquehanna	3,500,000	July 1, '20	4%	SA	.....	.....	*160	.....	.....
55	55	55	55	30	65	Jan. 3	28	Aug. 9	9	All-American Cabins	22,991,400	July 14, '20	1%	Q	30	30	30%	+1%	7,000	
37	17%	51%	51%	30	65	Jan. 3	28	Aug. 9	9	Allis-Chalmers Mfg.	24,395,900	Aug. 15, '20	1%	Q	71	71	70%	+1%	1,200	
88%	72%	97	81%	32	52	Jan. 3	24	Aug. 9	9	Allis-Chalmers Mfg. pf.	15,119,100	July 15, '20	1%	Q	75	75	75%	+1%	2,000	
100%	71%	113%	57%	30%	50	Jan. 20	28	Aug. 9	9	Am. Agricultural Chem.	30,078,500	July 15, '20	2%	Q	75%	75%	75%	0%	1,500	
101	80%	108	102	60%	60%	Jan. 16	8%	June 2	1%	Am. Agricultural Chem.	28,000,000	July 15, '20	1%	Q	60	60	60%	+1%	2,400	
35%	31%	52	38	48%	48	Apr. 1	68	Feb. 13	1%	Am. Bank Note (\$50)	4,495,700	Aug. 16, '20	\$1	Q	35	44	42	+1	1,000	
42%	41%	51%	42	40%	50	Jan. 29	40%	May 19	1%	Am. Bank Note pf. (\$50)	4,495,650	July 1, '20	750	Q	27	28%	25	+1%	3,700	
84	44	101%	62	102%	48%	Apr. 16	73%	Feb. 13	1%	Am. Best Sugar Co.	15,000,000	July 31, '20	1%	Q	80	80	80%	+1%	1,000	
91%	82	95	84%	95	95	Jan. 5	80	Aug. 3	9	Am. Best Sugar pf.	5,000,000	July 1, '20	1%	Q	90	88	+4%	1,000	300	
..	..	143%	84%	128%	128%	Jan. 2	81%	Aug. 6	6	Am. Bosch Magneto (sh.)	100,000	.....	.....	.....	60	60	60%	+1%	1,000
..	..	..	..	60	70	July 26	60%	July 16	16	Am. Brake Shoe & Fy. new. (sh.)	1,000,000	.....	.....	.....	88%	88%	88%	88%	1,000
50%	33%	68%	42%	41%	38	Jan. 3	50%	Aug. 9	9	Am. Can Co.	41,235,300	.....	.....	.....	32%	34%	30%	33%	1,000
80%	80%	100%	68%	101	101	Jan. 28	81	Aug. 11	11	Am. Can Co. pf.	41,235,300	July 1, '20	1%	Q	87	88	88%	+1%	400	
97%	65%	148%	94%	114%	114%	Jan. 19	91%	Aug. 7	7	Am. Car & Foundry	10,000,000	July 1, '20	1%	Q	13%	13%	13%	+1%	5,000	
115%	108	119	113	110%	110%	Jan. 3	122	July 7	7	Am. Car & Foundry pf.	30,000,000	July 1, '20	1%	Q	108%	108%	108%	+1%	1,000	
44%	25	61%	39%	58	58	Aug. 1	25	July 26	60%	Am. Cotton Oil Co.	20,267,180	June 1, '20	1	Q	39	39	37%	+1%	2,100	
88	78	95	88	80	80	Mar. 26	65	Aug. 13	13	Am. Cotton Oil Co. pf.	10,105,000	June 1, '20	5	SA	65	65	65%	+1%	1,000	
..	..	14%	10%	15%	15%	Jan. 14	1%	Aug. 10	10	Am. Drug Syndicate (\$10)	5,210,260	Feb. 28, '20	40c	SA	10	10	98%	+1%	6,900	
95%	77%	103	76%	115	115	Mar. 31	95	Feb. 6	6	American Express	18,000,000	July 1, '20	\$1.00	Q	100%	100%	120%	+1%	1,000	
23%	12	43%	13%	30%	30	Jan. 3	12	Aug. 9	9	Am. Hide & Leather Co.	11,24,100	.....	.....	.....	13%	13%	13%	+1%	2,100
94%	59	142%	71%	122	122	Jan. 3	12	Aug. 4	4	Am. Hide & Leather pf. (\$10)	10,958,100	July 1, '20	1%	Q	74	75	74%	+1%	1,000	
40	11%	76%	37%	53%	53%	Mar. 19	37	Aug. 10	10	Am. Ice Co.	7,101,400	Apr. 24, '20	1	Q	39	39	37%	+1%	900	
61	38%	76%	54%	68	68	Jan. 2	53	Feb. 13	13	Am. Ice pf.	14,000,000	July 1, '20	1%	Q	58	61	61	+1%	200	
..	..	132%	103%	110%	110%	Jan. 14	1%	Aug. 10	10	Am. Iron & Steel	49,000,000	June 1, '20	1%	Q	61%	61%	61%	+1%	19,000	
47%	27%	89	14%	14%	15%	Mar. 22	61%	Aug. 7	7	Am. Iron & Steel	10,109,000	Aug. 16, '20	1%	Q	72	72	72%	+1%	5,000	
92%	69%	96%	85	90%	90%	Jan. 27	80	Aug. 9	9	Am. Linedee Co.	16,750,000	June 15, '20	2%	Q	62	62	62%	+1%	1,000	
71%	53%	117%	58	100%	100%	Apr. 8	82	Feb. 13	13	Am. Locomotive Co.	25,000,000	June 30, '20	1%	Q	93	93	94%	+1%	300	
102%	95%	109%	100	107	107	Mar. 26	95	May 27	27	Am. Locomotive Co. pf.	25,000,000	June 30, '20	1%	Q	100	100%	100%	+1%	300	
..	..	63	39%	44	44	Jan. 2	50	Aug. 5	5	Am. Malt & Grain (sh.)	55,000	.....	.....	.....	30	30	30%	30%	1,000
144	90	135	55	55	55	June 16	11%	Aug. 19	19	Am. Safe Razor	12,500,000	.....	.....	.....	12%	13%	13%	+1%	5,200
144	90	135	55	55	55	.....	.....	.....	.....	Am. Shipbuilding	5,900,000	May 1, '20	1%	Q	15	15	15%	+1%	1,000
144	47%	47%	30	50	50	Jan. 15	12	Aug. 9	9	Am. Ship & Com.	32,000,000	May 1, '20	1%	Q	20	22	20%	+1%	8,200	
144	73%	100%	94%	104%	104%	Jan. 13	12	Aug. 9	9	Am. Ship & Com. pf.	60,000,000	June 15, '20	1%	Q	54	55	55%	+1%	5,200	
110%	103	103	94%	94%	94%	Jan. 13	12	Aug. 9	9	Am. Smelters pf. A.	2,442,300	July 1, '20	1%	Q	72	72	72%	+1%	1,000	
107	85	140	104%	115%	115%	Jan. 5	86	Feb. 15	15	Am. Snuff.	11,000,000	July 1, '20	3	Q	100	100	100%	+1%	1,000	
*85	85	16	80	85	85	Jan. 13	80	Aug. 10	10	Am. Snuff pf.	3,052,800	July 1, '20	1%	Q	80	80	80%	+1%	1,000	
..	..	47	33%	50	50	Mar. 22	61%	Aug. 7	7	Am. Smited Co.	16,215,100	July 15, '20	75c	Q	34%	34%	34%	+1%	8,000	
..	..	90	95	95	95	Jan. 27	80	Aug. 9	9	Am. Smited Co. pf.	16,750,000	June 30, '20	1%	Q	86	86	86%	+1%	600	
..	..	96	94%	95	95	Mar. 30	72	Aug. 10	10	Am. Smelters pf. A.	2,442,300	July 1, '20	1%	Q	100	100	100%	+1%	1,000	
107	85	140	104%	115%	115%	Jan. 5	86	Feb. 15	15	Am. Snuff.	11,000,000	July 1, '20	3	Q	100	100	100%	+1%	1,000	
*85	85	16	80	85	85	Jan. 13	80	Aug. 10	10	Am. Steel Found. (31-1-3)	10,000,000	July 1, '20	1%	Q	80	80	80%	+1%	1,000	
..	..	47	33%	50	50	Mar. 22	61%	Aug. 7	7	Am. Steel Found. pf.	8,451,300	June 30, '20	1%	Q	115	117	118%	+1%	4,600	
..	..	90	95	95	95	Jan. 13	80	Aug. 10	10	Am. Steel Found. Co. pf.	45,000,000	July 1, '20	1%	Q	104%	105%	105%	+1%	600	
..	..	96	94%	95	95	Jan. 13	80	Aug. 10	10	Am. Steel Found. pf. new.	4,822,400	Aug. 2, '20	1%	Q	115	117	118%	+1%	1,000	
..	..	12	17%	17	17	July 13	50	May 20	20	Am. Steel Found. pf. new.	3,250,000	.....	.....	.....	10%	10%	10		

New York Stock Exchange Transactions—Continued

1918.	High.	Low.	Yearly Price Ranges		This Year	Date	To Date	Date	STOCKS.	Amount Capital Stock Listed.	Last Date Paid.	Dividend Per Cent.	Per-iod.	Last Week's Transactions						
			High.	Low.										First.	High.	Low.	Last	Change.	Sales.	
27%	18	31%	19	27	Feb. 19	19	20	Feb. 11	Colorado & Southern	\$1,000,000	Dec. 31, '19	1	2	25½	25½	24	24%	—	5%	400
65	47	58%	45	51%	Mar. 25	49	July 6	Col. & South. 1st pf.	8,500,000	June 30, '20	2	SA	45	45	47	—	—	—	—	
48	40	51%	45	43	Jan. 16	35	Aug. 11	Col. & South. 2d pf.	8,500,000	Dec. 15, '19	4	A	35	35	35	—	—	5	100	
44%	28%	69	30%	67	Jan. 9	50	May 10	Col. & South. & Elec.	50,000,000	Aug. 16, '20	1½	Q	51	53	50	—	1%	2,300		
..	..	75%	60%	65%	Jan. 9	198	Aug. 11	Columbia Graph. (a.h.)	2,247,413	July 1, '20	2½	Q	20%	22%	19%	—	22%	28,000		
..	..	96%	91%	92%	Jan. 14	184	Aug. 11	Columbia Graph. pf.	10,581,500	July 1, '20	1½	Q	80	80	78%	—	—	—	400	
39	30	63%	37%	56	Jan. 16	43½	Aug. 9	Comp. Tab.-Rec. (a.h.)	181,032	July 10, '20	4	Q	44%	46%	45%	—	5%	300		
..	..	75	70%	70%	Mar. 22	55%	Feb. 10	Consol. Cigar. (a.h.)	90,000	July 15, '20	1½	Q	60	60	60	—	5%	2,300		
..	..	86%	74	83%	Apr. 1	76%	Feb. 13	Consol. Cigar. pf.	4,900,000	June 1, '20	1½	Q	80	80	80	—	—	—	—	
105%	82%	100%	75%	93%	Mar. 22	75%	July 28	Consolidated Gas	100,324,500	June 15, '20	1½	Q	78%	78%	79	—	1%	3,800		
58	95	111%	109	..	..	..	..	Con. G. El. L. & P. Balt.	14,007,700	July 1, '20	2	Q	100	100	100	—	—	—	—
13	74%	23	35%	26%	Jan. 3	9%	Aug. 9	Con. Int. Cal. M. (\$10)	4,395,990	June 30, '20	50	Q	10	10	9%	—	1%	3,900		
..	..	37%	30%	46%	Apr. 26	21%	Feb. 5	Consel. Textile (a.h.)	267,355	July 15, '20	75%	Q	28%	30	27	—	2%	5,300		
95	65%	103%	63%	97%	Apr. 8	14½	Aug. 8	Continental Can Co.	13,500,000	July 1, '20	1½	Q	74%	74%	70	—	3%	2,000		
70	99	110	109%	102%	Jan. 22	97%	June 22	Continental Can. pf. (shares)	4,430,000	July 1, '20	1½	Q	98%	98%	98%	—	—	—	—	
60	44	84%	55	81%	Mar. 2	60	104	Cont. Candy. (a.h.)	10,000,000	July 20, '20	2½	Q	10%	11	10%	—	1%	100		
50%	29%	99	46	103%	Apr. 13	76%	Feb. 13	Corn Prod. Ref. Co.	49,784,000	July 2, '20	1½	Q	84%	84%	83%	—	2%	24,000		
104	90%	103%	102	107	Apr. 9	10	Aug. 11	Corn Prod. Ref. Co. pf.	29,827,000	July 15, '20	1½	Q	100	101%	101%	—	3%	150		
..	..	..	..	..	Apr. 29	30	May 24	Cosden & Co. (a.h.)	739,464	Aug. 2, '20	62½	Q	32	34	30%	—	1%	5,000	
51%	40	79	45	61	Apr. 17	45½	Aug. 9	Crex Carpet Co.	2,098,500	June 15, '20	3	SA	45%	53	45%	—	5%	400		
74%	52	261	52%	278%	Mar. 7	115%	May 24	Crucible Steel Co.	37,500,000	July 31, '20	2	Q	126	135	132	—	4%	38,400		
91%	86	105	91	100	Jan. 7	72	June 30	Crucible Steel Co. pf.	25,000,000	June 30, '20	1½	Q	93	93	93	—	—	100		
..	..	..	..	..	..	..	..	Cuban Am. Sugar (\$10)	10,000,000	..	..	..	30%	30%	—	—	—	21,800	
65	50	107%	101%	105%	Mar. 20	102	Feb. 10	Cuban Am. Sugar (\$10)	7,800,000	July 1, '20	1½	Q	10	10	10	—	—	—	—	
34	27%	53	20%	55%	Apr. 14	35%	Jan. 21	Cuba Cane Sugar (a.h.)	500,000	July 1, '20	1½	Q	77%	77%	76	—	1%	20,200		
83	77%	87%	83%	85%	Jan. 21	76	Aug. 11	Cuba Cane Sugar pf.	50,000,000	—	3,400	
86	60	103	93%	101	Mar. 13	97%	May 21	DE BEERS CON. M. (a.h.)	69,000	July 28, '20	2	Q	27%	27%	27%	—	3%	200		
119%	100	116	91%	99%	Mar. 13	83%	June 29	Delaware & Hudson	42,500,000	June 21, '20	2½	Q	93%	98	93%	—	5%	1,700		
185	60	217	172%	204%	Mar. 11	165	July 11	Del. & Hudson (W. (\$50))	10,000,000	June 20, '20	5	Q	240	230%	230%	—	5%	4,200		
7	29%	13%	9	11	Jan. 3	4	June 8	Denver & Rio Grande	30,000,000	..	..	..	5	4%	5	—	1%	1,900	
13%	6	120	110	108	Mar. 30	90	Feb. 11	Denver & Rio Grande pf.	49,778,460	Jan. 15, '21	2½	Q	9%	10	9%	—	1%	2,000		
100	98	120	110	108	Mar. 20	90	Feb. 10	Detroit Edison	27,636,000	July 15, '20	2	Q	100	101%	101%	—	3%	100		
140	80	105	90	101	Jan. 12	85	July 30	Detroit United Railway	15,000,000	June 1, '20	2	Q	90%	90%	90%	—	2%	100		
113	113	118	112	111	May 27	27	Aug. 5	Diamond Match	16,985,100	June 15, '20	2	Q	115	118	118	—	—	—	—	
15	6	16%	10%	13	Jan. 3	9%	May 19	Diamond Match (a.h.)	4,000,000	July 20, '20	2½	Q	10	12	10	—	1%	4,100		
4%	2%	6%	2%	5%	Feb. 19	5	May 10	Duluth, South. & At. pf.	12,000,000	—	—	
8%	4%	11%	5%	11	Mar. 19	4	Aug. 14	Duluth, South. & At. pf. (W. (\$50))	3,000,000	July 1, '20	1½	Q	46	46	46	—	1%	100		
..	..	101%	102%	102	Jan. 13	93	May 11	Durham Hosiery pf.	3,000,000	Aug. 1, '20	1½	Q	94	94	94	—	—	—	—	
58%	48	137	55	130	July 7	115	July 27	ELEC. STORAGE BATTERY.	16,561,000	July 1, '20	2½	Q	115	115	115	—	—	—	—	
31%	22	43	23%	28	Jan. 21	2	July 27	Elec. Storage Bat. rights.	6,600,000	Sept. 11, '19	75%	Q	20	20	19	—	1%	500		
45%	37	49	39	45	Mar. 25	33	Feb. 17	Elik Horn C. pf. (\$500)	6,600,000	June 10, '20	75%	Q	..	..	..	—	—	—	—
..	..	43	41%	52	Jan. 21	105	July 21	Emerson Brantingham pf.	12,170,500	Aug. 2, '20	1½	Q	..	..	..	—	—	—	—
..	..	150	80	117	Jan. 6	62	Aug. 6	Emilcott-Johnson (\$50)	15,000,000	July 1, '20	1½	Q	65%	71%	65%	—	6%	2,400		
23%	14	20%	12%	15%	Feb. 24	94	Feb. 18	Erie	12,481,900	July 1, '20	1½	Q	12%	12%	12%	—	1%	5,400		
44%	23%	33	18%	21%	Feb. 24	17%	May 19	Erie 1st pf.	47,004,000	Apr. 9, '07	2	..	20	20	18%	—	1%	3,700		
27%	18%	23%	13%	17%	Feb. 24	12%	Feb. 10	Erie 2d pf.	16,000,000	Apr. 9, '07	2	..	14	14	14	—	—	200		
..	..	..	..	..	June 21	55	July 21	Erie & Pittsburgh (\$50)	2,000,000	June 10, '20	1½	Q	..	..	..	—	—	—	—
..	..	34	73	93%	Jan. 2	47	Aug. 9	FAIRBANKS CO. (\$25)	1,500,000	July 1, '20	2	Q	47	47	47	—	—	100		
..	..	123	83	95	Jan. 5	63	Feb. 11	Fairbanks Co. pf.	2,000,000	July 1, '20	2	Q	66%	71%	66%	—	3%	5,200		
15	9	23%	11%	16%	Mar. 30	10	Jan. 6	Federal Mining & Smelting	6,600,000	Jan. 15, '09	1½	Q	10	10	10	—	—	100		
44%	27	84%	82%	84%	Mar. 14	26	May 14	Federal Mining & Smelting pf.	12,000,000	July 28, '20	2½	Q	35%	35%	35%	—	1%	300		
43%	38%	47%	32%	38%	Jan. 3	23	Aug. 6	Greene-Cananea	48,781,200	Feb. 24, '19	\$1.50	..	23½	25	25	—	3%	2,000		
..	..	125%	104%	117	Jan. 21	23	Aug. 6	Guantanamo Sugar	1,500,000	—	200	
104	90	100%	102	106%	Jan. 3	84	Aug. 9	Guodrich (F. B.) Co. pf.	38,412,000	July 1, '20	1½	Q	85	85	84½	—	1			

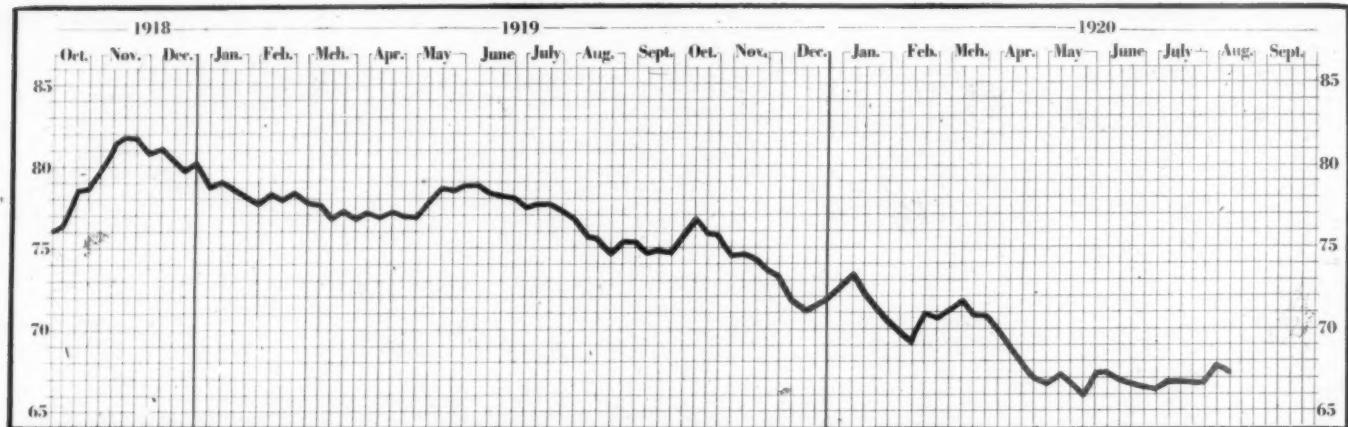
New York Stock Exchange Transactions—Continued

Yearly Price Ranges										STOCKS.	Amount Capital Stock Listed.	Last Week's Transactions						
1918.	1919.	High.	Low.	High.	Low.	Date.	Low.	Date.	Dividend Per Cent.			Per cent.	Firm.	High.	Low.	Last	Change.	Sales.
..	..	136	100	350	50	Jan. 5	24	Aug. 6	Manhasset (I. R.) pf.	3,000,000	July 1, '20	1% Q	45	45	52	52	-13	400
..	..	137	130	151 1/2	151 1/2	Apr. 14	104 1/2	Aug. 12	Manhattan Sugar	10,000,000	July 1, '20	2% Q	104 1/2	104 1/2	106 1/2	106 1/2	-	1,700
..	..	..	..	102	80	Jan. 8	93	June 4	Manhattan Elec. Supply	3,500,000	July 1, '20	1% Q	60	60	60	60	+ 3	100
163 1/2	78 1/2	88	78	207 1/2	323	Mar. 20	294	July 2	Manhattan Electricated gtd.	58,173,600	July 1, '20	1% Q	40 1/2	40 1/2	42 1/2	42 1/2	+ 1 1/2	300
..	..	..	..	1%	1%	..	..	..	Manhattan Beach	5,000,000	..	..	..	..	..	..	..	..
..	..	136	100	350	50	Jan. 5	24	Aug. 6	Manhattan Shirt (E23)	5,000,000	June 1, '20	45% Q	..	..	24	24	..	..
..	..	117	80	29	40	Jan. 5	40	Aug. 11	Manhattan Shirt pf.	1,600,000	July 1, '20	1% Q	30	30	30	30	-	117
87	75	89	61 1/2	69	Jan. 5	40	Aug. 11	Marlin Rockwell (shares)	81,136	May 17, '20	81 M	10	10	10	10	-	100	
..	..	31 1/2	23	30 1/2	30 1/2	Jan. 8	19 1/2	Aug. 1	Martin-Perry (shares)	22,700	June 1, '20	50% Q	15%	15%	15	15	-	100
40	40	43	25	33	20 1/2	July 20	18 1/2	Feb. 13	Matheron Alkali (\$30)	5,000,000	..	..	..	..	..	..	..	..
..	..	23 1/2	61	23 1/2	38	Apr. 8	5	Aug. 10	Maxwell Motors Co. of dep.	4,715,100	July 2, '17	2% ..	12 1/2	12 1/2	13 1/2	13 1/2	+ 2 1/2	21,100
..	..	43	29	35 1/2	40	Jan. 5	10 1/2	Aug. 10	Maxwell Motors 1st pf.	3,574,320	Oct. 1, '18	1% Q	17 1/2	17 1/2	18 1/2	18 1/2	+ 3 1/2	6,300
60%	50	84 1/2	50 1/2	65 1/2	65 1/2	Jan. 5	10	Aug. 10	Maxwell Motors 1st pf. of d.	9,576,500	..	..	15	15	15	15	-	100
..	..	65 1/2	52	32 1/2	32 1/2	Jan. 5	10	Aug. 11	Maxwell Motors 2d pf.	1,908,900	July 2, '17	1% ..	11 1/2	11 1/2	11	11	-	100
..	..	54	28 1/2	30 1/2	Jan. 10	7	Aug. 11	Maxwell Motors 2d pf. of d.	8,228,600	..	..	7	7	7	7	-	100	
63 1/2	47	151 1/2	60	151 1/2	151 1/2	Apr. 19	10	Aug. 5	May Department Stores	15,000,000	June 1, '20	2% Q	72	72	72	72	-	100
104	98	110	107	107	107	June 12	97 1/2	Aug. 14	May Department Stores pf.	6,250,000	July 1, '20	1% Q	17 1/2	17 1/2	17 1/2	17 1/2	-	200
294	79	204	162 1/2	222	Jan. 3	148	9	Aug. 9	Mexican Petroleum	33,611,700	July 10, '20	2% ..	12 1/2	12 1/2	13 1/2	13 1/2	+ 3 1/2	32,900
167	87	118 1/2	39	105	105	Jan. 6	94	Aug. 13	Mexican Petroleum pf.	12,000,000	July 10, '20	1% ..	16 1/2	16 1/2	18 1/2	18 1/2	+ 3 1/2	100
233 1/2	223 1/2	328	21	154	154	Jan. 5	154	Aug. 6	Michigan Central (\$25)	3,732,570	Aug. 16, '20	50% Q	19	19	18 1/2	18 1/2	-	2,400
..	..	80 1/2	61 1/2	86	86	July 10	16	Aug. 16	Michigan Central pf.	18,738,000	July 20, '20	2% SA	74	74	74	74	-	100
61	41	42	32	52 1/2	52 1/2	Jan. 5	37 1/2	Aug. 13	Midvale St. & Co (\$20)	10,000,000	Aug. 2, '20	81 Q	30 1/2	30 1/2	30 1/2	30 1/2	-	16,500
..	..	71 1/2	32	51 1/2	51 1/2	Jan. 6	10 1/2	Aug. 5	Middle States Oil (\$10)	5,200,000	Aug. 1, '20	10c Q	12 1/2	12 1/2	12 1/2	12 1/2	-	35,500
..	..	21 1/2	18	18 1/2	18 1/2	Mar. 9	9	Feb. 13	Minn. & St. Louis new	24,679,300	..	..	13 1/2	13 1/2	13 1/2	13 1/2	-	3,500
17 1/2	8 1/2	98 1/2	70	80	80	Mar. 15	63	Feb. 13	Minn. St. L. & S. M.	25,206,800	Apr. 15, '20	3% SA	71	71	71	71	-	100
113	105	109 1/2	90	94	94	June 23	80 1/2	Aug. 25	M. St. P. & S. M. pf.	12,603,400	Apr. 15, '20	3% SA	82	82	82	82	-	100
62	62	60 1/2	50 1/2	60	60	Jan. 5	50	Feb. 25	M. St. P. & S. M. L.	11,184,100	Apr. 1, '20	2% SA	52	52	52	52	-	100
..	..	4 1/2	4 1/2	4 1/2	4 1/2	Jan. 5	3	Feb. 21	Missouri, Kansas & Texas	63,000,000	..	..	4 1/2	4 1/2	4 1/2	4 1/2	-	100
11 1/2	11 1/2	25 1/2	8 1/2	18	18	Feb. 19	7	May 24	Missouri, Kansas & Texas pf.	13,000,000	Nov. 10, '13	2 ..	10	10	10	10	-	100
..	..	71 1/2	32	51 1/2	51 1/2	Jan. 6	10 1/2	Aug. 5	Missouri Pacific (shares)	78,234,400	..	..	24 1/2	24 1/2	24 1/2	24 1/2	-	11,100
..	..	62	38	38	38	Feb. 28	21	Feb. 11	Missouri Pacific pf.	47,395,500	June 1, '20	1% Q	42	42	42 1/2	42 1/2	-	12,100
105 1/2	95	100	38	38	38	Feb. 24	30	Feb. 13	Moline Pipe 1st pf.	7,500,000	..	..	..	..	..	..	..	..
..	..	10	19	14	14	Jan. 14	10 1/2	July 10	Monon Valley Tr. (\$25)	8,265,775	..	..	..	..	..	..	..	..
81 1/2	64	84	54	60 1/2	60 1/2	Jan. 7	50	May 10	Montana Power	45,631,300	July 1, '20	3% Q	61	61	61	61	-	100
160 1/2	95	109 1/2	100	100	100	Jan. 6	95	May 3	Montana Power pf.	9,700,000	Feb. 18, '20	1% Q	50	50	50	50	-	3,800
..	..	..	..	10	10	Jan. 25	27 1/2	Aug. 10	Montgomery Ward & Co. (sh.)	850,000	..	..	..	..	..	..	..	..
70	70	72	71 1/2	72	72	Jan. 8	60 1/2	Aug. 6	Morris & Essex (\$30)	15,000,000	July 1, '20	\$1.75 SA	71 1/2	71 1/2	72 1/2	72 1/2	-	100
..	..	53	40	51	51	Jan. 5	32 1/2	Aug. 6	Mussling Bros. (shares)	1,600,000	Aug. 1, '20	2% Q	..	..	90 1/2	90 1/2	-	700
..	..	97 1/2	97 1/2	97 1/2	97 1/2	..	..	..	Mussling Bros. pf.	1,600,000	..	..	..	..	..	..	..	..
110 1/2	107	119 1/2	111	111 1/2	111 1/2	Jan. 14	107 1/2	July 10	NASH. CHAT. & ST. LOUIS.	16,000,000	Aug. 2, '20	3% SA	..	..	104	104	-	1,000
53	26	43 1/2	29 1/2	40	40	Mar. 19	32	May 24	N. Acme Co (\$50)	25,000,000	Mar. 1, '20	87 1/2 Q	75	75	75	75	-	27,500
..	..	75	45	80 1/2	80 1/2	Feb. 13	44	July 9	Nat. Anil. & Chem. (sh.)	24,682,683	..	..	84	84	84	84	-	1,200
..	..	91 1/2	87	97	97	June 26	83	Aug. 11	Nat. Anil. & Chem. pf.	15,358,300	July 1, '20	1% Q	..	..	..	..	..	..
10 1/2	90	139	107	125	125	Jan. 3	105	July 6	National Biscuit Co.	29,236,000	July 15, '20	1% Q	105	105	105	105	-	1,800
114	106 1/2	121	112	116	116	Jan. 9	103 1/2	Aug. 12	National Biscuit Co. pf.	24,894,500	May 29, '20	1% Q	105 1/2	105 1/2	105 1/2	105 1/2	-	200
67 1/2	55	92	70	80	80	Jan. 3	40	Aug. 4	National Cloth & Suit.	12,000,000	July 15, '20	1% Q	45	45	45	45	-	500
104	100	100	100	102 1/2	102 1/2	Jan. 15	98 1/2	Aug. 10	National Cloth & Suit. pf.	4,180,000	July 15, '20	1% Q	88	88	88	88	-	100
21 1/2	13	24 1/2	13 1/2	24 1/2	24 1/2	Jan. 5	7	Aug. 1	National Corp. & Cable (sh.)	6,252,500	Oct. 15, '17	1% Q	7	7	7	7	-	2,300
54 1/2	37 1/2	88 1/2	88 1/2	88 1/2	88 1/2	Jan. 5	70	Aug. 9	National Enam. & St. Co.	15,011,600	June 20, '20	1% Q	53	53	53	53	-	3,800
90 1/2	88 1/2	91 1/2	88 1/2	91 1/2	91 1/2	Jan. 5	70	Aug. 9	New York Air Brake	10,000,000	June 20, '20	2% Q	92	92	92	92	-	2,000
64 1/2	57 1/2	60 1/2	57 1/2	60 1/2	60 1/2	Feb. 13	64 1/2	Aug. 6	N. Y. & Hudson River	24,780,400	Aug. 2, '20	1% Q	71	71	72 1/2	72 1/2	+ 1/2	13,800
34	13 1/2	33 1/2	33 1/2	33 1/2	33 1/2	Mar. 11	22 1/2	Aug. 13	N. Y. & Hudson River pf.</td									

New York Stock Exchange Transactions—Continued

Sales.	Yearly Price Ranges 1919.						STOCKS.	Amount Capital Stock Listed.	Last Dividend Date Paid.	Per Cent.	Per- iod.	Last Week's Transactions					Sales.	
	High.	Low.	High.	Low.	This Date.	Year to Date.						First.	High.	Low.	Last	Change.		
1,622	120	257	132	310	Apr. 14	100	Aug. 10	South Porto Rico Sugar	5,625,000	July 1, '20	5	Q	105	135	100	+21%	500	
110	102	117	107	116	Jan. 2	108	May 18	South Porto Rico Sugar pf.	5,000,000	July 1, '20	2	Q	108	108	—	—	—	
110	80	113	91%	105%	Jan. 5	88%	Feb. 13	Southern Pacific	302,087,400	July 1, '20	1%	Q	91%	92	89%	-3%	25,200	
138%	*114%	—	13%	131%	June 3	137%	June 3	Southern Pac. trust receipts	1,047,200	—	—	—	—	—	—	—	34,000	
34%	20%	33	20%	30%	July 12	18	Feb. 11	Southern Railway pf.	94,000,000	—	—	—	—	—	—	—	1,000	
34%	20%	33	20%	30%	July 12	50	Mar. 13	Southern Railway pf.	38,538,100	July 1, '20	2%	RA	50%	60	50%	+3%	1,000	
75%	57	72%	50%	50%	Jan. 5	51%	Jan. 5	Se. Ry. & Co. pf.	5,390,000	Apr. 1, '20	2	SA	—	—	*51%	—	—	
120	84	160	124	180	Apr. 12	120	June 16	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	—	—	—	
86%	78	94%	83%	83%	Apr. 13	78	June 16	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
100	—	—	—	—	Mar. 25	*600	Aug. 10	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	July 12	100%	June 28	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	115%	Mar. 25	100%	June 17	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400
100	—	—	—	—	91%	June 24	90%	Aug. 9	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100
100	—	—	—	—	97%	June 24	95	Aug. 7	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—
6,200	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—	
12,500	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—	
2,400	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—	
12,500	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—	
2,400	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—	
2,400	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—	—	—	—	
2,400	—	—	—	—	—	—	—	Standard Milling	4,000,000	May 31, '20	2	Q	—	—	160%	—	—	
140	—	—	—	—	—	—	—	Standard Milling pf.	6,488,000	May 31, '20	1%	Q	—	—	78	—	—	
300	—	—	—	—	—	—	—	Standard Oil, N. J.	98,338,300	June 15, '20	5	Q	620	660	600	+3%	908	
100	—	—	—	—	—	—	—	S. O. N. J. sub. rts. pt. pd.	—	—	—	—	103%	103%	103	-2%	400	
21,100	—	—	—	—	—	—	—	Standard Oil, N. J. pf.	98,338,300	June 15, '20	1%	Q	1054	105%	105	+2%	4,400	
100	—	—	—	—	—	—	—	Steel & Tube pf.	17,000,000	July 1, '20	1%	Q	88%	88%	80%	-1%	100	
100	—	—	—	—	—	—	—	Steel Bros. pf.	3,000,000	June 1, '20	1%	Q	—	—</				

The Trend of Bond Prices—Average of 40 Listed Issues



Stock Exchange Bond Trading

Week Ended August 14

Total Sales \$48,858,450 Par Value

Range, 1920										Range, 1920										Range, 1920									
High	Low	Sales	High	Low	Last	Chg	High	Low	Sales	High	Low	Close	Chg	High	Low	Sales	High	Low	Close	Chg									
20	11	2	AL. G. M. cv. 6s, A 11	11	11	..	83	70%	56	Chi. Un. Sta. 4½s. 70%	70	70	..	81%	72	39	L. & N. unified 4s., 70	78	78	..	..						
72%	65	2	Alb. & Susq. 3½s... 65	65	65	..	103	100	20	Chi. Un. Sta. 6½s.	..	..	..	51%	45%	5	L. & N. St.L. Div. 47	47	47	..	..						
90%	92	3	Am. Ag. Ch. deb. 5s 91%	91%	91%	..	61	53	12	C. & W. I. con. 5s. 54%	53%	54%	..	100%	98%	1	L. & N. St.L. Div. 48	108	108	..	..						
100	70	1	Am. Ag. Ch. cv. 5s. 88%	88%	88%	..	86	70	15	Chi. Copper 6s...	70%	70	70%	..	85%	84	1	L. & N. col. tr. 5s. 85%	85%	85%	..	..					
84%	79	2	Am. Cotton Oil 5s... 79	79	79	..	70	69	8	C.C. & St.L. gen. 4s	67	65	67	..	100	98%	1	L. & N. col. tr. 5s. 85%	85%	85%	..	..					
86%	74	31	Am. S. & R. 1st 5s. 75	75	75	..	108%	92	39	Chi. Copper 6s...	93%	92%	95	..	60	49%	1	MANHAT. CON. 4s. 50	50	50	..	..					
90%	92	73%	Am. T. & T. cv. 6s... 96	95%	96	..	77	60	11	C.C. & St.L. deb. 4½s	75	72	72	..	60%	49%	12	Man. Con. 4s. tax ex. 50	50	50	..	..					
89%	73	27	Am. T. & T. col. 4s. 76	75%	75%	..	88%	74	3	Cleve. Sh. L. 4s... 77%	77%	77%	..	81	72	19	Mich. Cent. deb. 4s. 73%	73%	73%	..	..						
83%	72	58	Am. T. & T. col. 5s. 78%	76%	77	..	74	70	2	Col. Industrial 5s...	70	70	70	..	85%	73%	40	Midvale Steel 5s... 70	76	76	..	..					
85	73%	19	Am. T. & T. cv. 4½s. 80%	78%	80%	..	72	63	5	Col. & South. 1st 4s. 75	75	76	76	..	43%	34%	15	Minn. & St. L. ref. 4s. 40%	40%	40%	..	..					
38	47%	3	Ann Arbor 4s... 48	47%	48	..	83%	74	5	Col. & South. 1st 4s. 75	75	76	76	..	55%	42	4	M.&S. L. ref. 4s. 40	47	47	..	..					
83%	74	4	Ann. Writ. Paper 7s. 76	76	76	..	75	60%	33	Col. & South. ref. 4s. 68%	67	68	68	..	73	67%	9	M. & St. L. cons. 5s. 68	67%	67%	..	..					
84%	73%	54	Armour & Co. 4½s. 73%	74%	75	..	100%	80%	14	Corn P. R. a. 15s. 84	80%	80%	80%	..	82%	70%	1	M.S.P. & S.M. con. 4s. 75%	75%	75%	..	..					
82%	69%	23%	A. T. & S. F. gen. 4s. 70	75%	75%	..	88	80	8	Comp. Tab. R. 6s...	83	83	83	..	60%	50%	13	Mo. K. & T. 1st 4s 54	52%	54	..	..					
71%	62	17	A. T. & S. F. adj. in. sta. 67%	65%	65%	..	101%	98%	70	Con. Gas. cv. 7s. 97%	96%	97%	97%	..	32	20%	1	Mo. K. & T. 2d 4s. 29	29	29	..	..					
69%	60	7	A. T. & S. F. cv. 4s. 64%	64	64	..	100	90	64	Cuba C. Sug. cv. 7s. 91	90	90	90	..	28	28	28	Mo. K. & T. 5% notes	28	28	..	..					
71%	62	2	A. T. & S. F. adj. 4s. 65%	65%	65%	..	73	63	13	Cuba R. R. 5s...	65	63	65	..	43%	30%	7	Mo. K. & T. 1st ref. 4s. 31	30%	30%	..	..					
80%	70	57	A. T. & S. F. cv. 4s. 68%	68%	68%	..	73	63	5	Del. & H. In. eq. 4½s. 95%	94%	95%	95%	..	50%	51%	127	Mo. Pac. gen. 4s... 33	52%	52%	..	..					
81	68%	3	A. T. & S. F. Cal. & Ariz. 4½s... 72	72	72	..	101%	99%	22	Del. & Hud. 7s... 100%	100	100	100	..	60%	60%	1	Mo. Pac. 3d ext. 4s. 65	65	65	..	..					
60	69%	12	Atl. Coast L. 1st 4s. 73%	72%	73	..	81	67	5	Del. & Hud. ref. 4s. 75	75	75	75	..	102%	91%	1	Mobile & O. new 6s. 91%	91%	91%	..	..					
98	95%	35	Atl. Coast Line 7s. 98	97%	97%	..	85%	72	2	Del. & Hud. ev. 5s...	80%	80%	80%	..	86%	76%	9	Montana Power 5s. 80	79%	80	..	..					
72	60%	14	Atl. C. L. & N. C. 4s. 63%	63%	63%	..	67%	58	23	D. & R. G. con. 4s...	62%	62%	63%	..	93%	83	4	NAT. TUBE 5s... 84	84	84	..	..					
70	37%	83	BALT. & O. gold 4s. 61%	60%	61%	..	72	62%	2	D. & R. G. cons. 4s. 64%	64%	64%	64%	..	65	58	5	New Orl. Term. 4s... 59	59	59	..	..					
69	37%	143	Balt. & O. conv. 4½s. 63	61%	62%	..	49	30	90%	D. & R. G. 1st ref. 4s. 47%	45%	45%	45%	..	55%	46	14	N. O. T. & M. Inc. 5s. 52	49%	49%	..	..					
60	51%	107	Balt. & O. ref. 5s. 62%	61%	61%	..	42%	2	D. & R. G. 1st ref. 5s. 48%	43%	43%	43%	..	93%	86	182	N. Y. Cent. deb. 6s. 89	88	88%	..	..						
84%	78	15	Balt. & O. pr. 3½s. 80%	79%	79%	..	44%	30	2	D. & R. G. ref. 5s. tr. c. 45	45	45	45	..	70	61%	47	N. Y. Cent. gen. 3½s. 65	65%	65%	..	..					
92	81%	23%	Balt. & O. & Ohio 6s... 87%	85%	87%	..	45	40	1	Dea. M. & P. 4s. 45	45	45	45	..	70	69%	47	N. Y. Cent. ref. 4s. 74	73%	73%	..	..					
77	67%	34	Balt. & O. S. W. 3½s. 71%	70	70	..	60	50%	3	Det. United 4½s...	60%	60%	60%	..	71	63%	2	N. Y. Cent. cons. 4s. 73	73	73	..	..					
61	51%	36	Balt. & O. P. L. E. & W. 5s. 58	57	57	..	83	75	6	Distillers Sec. 5s...	75%	75	75%	..	62	55%	1	N. Y. C. L. S. 3½s. 59	59	59	..	..					
33	44%	7	Balt. & O. T. & C. 4s. 46%	46%	46%	..	95%	95	1	Du Pont Powder 4½s. 95	95	95	95	..	79	68%	2	N.Y. Connecting 4s. 70%	70%	70%	..	..					
85	77	17	Beth. Steel 3s... 78%	77	77	..	91	70%	3	E.T. & V.A. & GA. con. 5s. 81	81	81	81	..	67%	58%	14	N. Y. Dock 4s... 62	61%	61%	..	..					
80%	77%	6	Beth. Steel p. m. 5s. 78%	78%	78%	..	56	47	25	Erie 1st con. 4s...	50%	49%	49%	..	65%	59	1	N.Y.C. & St. L. deb. 6s. 73%	65%	65%	..	..					
93	84	14	Braden Copper 6s...	85%	85%	..	37	38%	60	Erie gen. 4s...	30%	30%	30%	..	50	39%	14	N.Y.H. & H. cv. 3½s. 44	42%	42%	..	..					
50	35	16	B. H. T. 7s. 1921...	30	37	38	..	90%	93%	2	Erie con. 7s...	90%	90%	90%	..	70%	65	48	N. Y. H. & H. con. deb. 6s... 73%	72%	72%						
47%	35	3	B. R. T. 21, 1921...	36	36	..	41%	30%	14	Erie conv. 4s. A...	36%	35%	35%	..	55	44%	10	N. Y. N. H. & H. n. ev. d. 5s. 85%	45%	45%	..	..					
33%	21	6	B. R. T. gold 5s...	23%	23%	..	51	30	3	Erie conv. 4s. B...	36%	36%	36%	..	61	51	11	N. Y. N. H. & H. n. ev. d. 5s. 85%	45%	45%	..	..					
28	21%	2	B. R. T. ref. cv. 4s. 21%	21%	21%	..	44	34	30	Erie conv. 4s. D...	36%	37%	37%	..	75%	52	3	N. Y. State R. 4s. 85%	50	50	..	..					
82%	71	3	Bush Term. Bldgs. 5s. 71	71	71	..	92	80	2	Evens & T. H. c. 8s. 86	86	86	86	..	79	62%	2	N.Y. Connecting 4s. 70%	70%	70%	..	..					
90%	78%	8	CAL. GAB. & E. 5s. 83	83	83	..	97	82	16	GEN. ELEC. deb. 5s. 86	85	86	86	..	81%	72%	1	Pe. & L. 1st ref. 4s. 57	56	56	..	..					
97%	90	31	Central Leather 5s...	90	90	..	90%	95%	25	Gen. Elec. deb. 6m. 90	97%	98	98	..	32%	19%	3	N. Y. Rep. Ref. 4s. 20	20	20	..	..					
100	90	4	Cent. of N. J. gen. 5s. 96	96	96	..	85%	70	2	GT. North. ref. 4s. 78	78	78	78	..	56	48	23	N. Y. State R. 4s. 48	48	48	..	..					
95%	85	5	Cent. of Ga. 1st 5s. 87%	87%	87%	..	65	58%	1	Gulf & S. L. 5s...	64%	64%	64%	..	90%	84	182	N. Y. Tel. 4s...	87%	86%	..	..					
94	84	4	Cent. of Ga. 6s...	85	85	..	73	50%	7	HOCK. VAL. 4½s...	67	67	67	..	81%	73	90	N. Y. Tel. 4½s...	75%	75%	..	..					
90%	75%	4	Cent. of Ga. con. 5s. 80	79	79																								

Stock Exchange Bond Trading—Continued

Stock Exchange Bond Trading—Continued																		
Range, 1920				Range, 1920				Range, 1920										
High	Low	Sales	High	Low	Last	Ch'ge	High	Low	Sales	High	Low	Last	Ch'ge	High	Low	Last	Ch'ge	
50	39%	7	St. L. & S.W. 2d in'te 48	48	48	—	80	70%	10	Va. S. W. 1st 3s...	70%	75%	70%	— 1%	54	41	9	Chinese Govt. 5s...
60%	53	5	St. P. & K.C. 4 1/2s 61%	61%	61%	+ 1%	70	63	1	Va. Ry. & Pow. 5s 64	64	64	64	— 1%	92%	83%	8	City of Bordeaux 6s...
57	49	26	St. L. & S.W. 1st Ter. 5s	56%	55%	+ 1%	91	79	2	WABASH 1st 3s...	85%	85%	85%	+ 1%	54	41	9	City of Lyons 6s...
92	83%	21	St. P. & M. 4 1/2s 87	85	87	+ 2%	83	73	40	Wabash 2d 3s...	80%	78%	80%	+ 3%	92%	83%	8	City of Paris 4s...
94	85%	1	St. P. & M. M. C. 5s	86	86	+ 1%	74%	64%	11	West Shore 4s...	71	69%	71	+ 1%	80%	74	15	City of Copenhagen 5s...
62	55%	19	San. An. & A. P. 48	58	57%	+ 1%	71%	64	6	West Shore Is. reg. 6s	67%	67%	67%	+ 2%	60%	50	3	City of Tokio 5s...
49%	39	2	Seab'rd A. L. ref. 4s	41%	40%	+ 1%	97%	98%	14	W. stern Electric 3s	94%	94%	94%	+ 1%	98%	96%	29	Dominican Rep. 5s...
60%	55	2	Seab'rd A. L. gold 4s	57%	57%	+ 1%	53	52	3	W. L. E. 4 1/2s 33	53	53	53	+ 1%	98%	95%	57	Domi. of C. 5s...
61	51%	61	Seab'rd A. L. gold 4s	58	58	+ 1%	81%	72	2	W. L. E. 1st 4s...	74	74	74	+ 1%	95%	87	12	Domi. of C. 5s...
21%	32	34	Sten'd L. & L. adj. 5s	32%	33	+ 1%	56	52	1	W. L. E. 1st 4s...	74	74	74	+ 1%	97%	89%	56	Domi. of C. 5s...
70%	61%	2	St. Pac. col. 4s	60%	61%	+ 1%	54%	50%	24	Western Pacific 3s...	78	78	78	+ 1%	92%	84%	18	Domi. of C. 5s...
106	93%	87	So. Pac. env. 5s	95%	93%	+ 1%	56	53	53	W. L. E. con. 4s	53%	53%	53%	+ 3%	80%	78%	102	Govt. of Switz. 8s...
81%	73%	112	So. Pac. env. 4s	76	74	+ 1%	53	47	6	Western Md. 4s...	51%	51%	51%	+ 1%	82	65%	55	Jap. Ptg. ster. loan 7s...
80%	80%	2	So. Pac. Coast 4s	80%	80%	+ 1%	80%	75%	3	W. U. Tel. col. tr. 5s	70	70	70	+ 1%	82	67%	55	Jap. 45c. 20 80s...
75%	68	175	So. Pac. ref. 4s	74%	73%	+ 1%	91	81	3	West N.Y. & Pa. 1st 6s	82	82	82	+ 1%	71	50%	12	West N.Y. & Pa. 1st 6s...
77%	62%	5	So. Pac. S.F. Ter. 4s	65%	65%	+ 1%	91	86	9	Wilson & Co. 1st 6s	87%	86	86	+ 1%	101	97%	298	Dom. of C. 5s...
77%	77	28	Southern Ry. 4s	84	82	+ 1%	90%	83	43	Wilson & Co. 4s	85	85	85	+ 1%	98%	98%	30	Dom. of C. 5s...
61%	53	147	Southern Ry. gen. 46	60	58%	+ 1%	65	62%	1	Wins-Sal. Tob. 4s	65	65	65	+ 2%	98%	89%	34	Dom. of C. 5s...
58%	50	2	So. Ry. M. & O. col. 46	56	56	+ 1%	80	76	5	Wins-Sal. Tob. 4s	65	65	65	+ 2%	93%	92%	56	Dom. of C. 5s...
9%	71%	1	So. Ry. Mem. Div. 50	77%	77%	+ 1%	80	80	80	So. Ry. Mem. Div. 50	77%	77%	77%	+ 1%	90%	90%	60	Dom. of C. 5s...
85%	78%	5	So. Bell Tel. 5s	50	50	+ 1%	80	80	80	So. Bell Tel. 5s	50	50	50	+ 1%	86%	88%	21	So. Bell Tel. 5s...
93%	82%	3	TENN. C. & L. gen. 5s	84%	84%	+ 1%	90	84	10	TENN. C. & L. gen. 5s	84%	84%	84%	+ 1%	76	71%	11	TENN. C. & L. gen. 5s...
75%	62%	2	Term. St. L. ref. 4s	65%	65%	+ 1%	92	80	11	Tenn. C. & L. 1st 4s	84%	84%	84%	+ 1%	97	92%	205	U.K. G.B. & I. 15 3/4s...
85%	75%	4	Tex. & Pac. 1st 5s	81%	81%	+ 1%	94	80	12	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	355	U.K. G.B. & I. 15 3/4s...
51%	38	21	Third Av. ref. 4s	40	38	+ 1%	88%	84	13	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	84%	84%	85	U.K. G.B. & I. 15 3/4s...
31	19%	24	Third Av. adj. 5s	20	19%	+ 1%	85	83	14	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	81%	205	U.K. G.B. & I. 15 3/4s...
83%	74%	49	UNION PAC. 1st 4s	82	81	+ 1%	91	81	15	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	83	30	46	U.S. of Mexico 5s...
84%	69%	55	U.P. Pac. 1st ref. 4s	80	80	+ 1%	90	84	16	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	81	26	7	U.S. of Mexico 5s...
88%	75%	22	Union Pacific 6s	97%	96	+ 1%	92	94	18	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
102%	95%	21	U.P.R.R. S.F. U.T. 22	22	21	+ 1%	91	86	19	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
30	26%	10	U. R. R. S. F. 4s	88	88	+ 1%	84	82	20	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
76%	65	15	U. Ry. Inv. Pitts. 5s	67	67	+ 1%	90	84	21	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
84%	74	1	U. S. Realty 1.5s	78%	78%	+ 1%	90	84	22	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
98%	97	47%	U. S. Rubber 7s	98	97	+ 1%	90	84	23	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
103%	97%	14	U. S. Rubber 7s	90	97%	+ 1%	90	84	24	Tex. & Pac. 1st 5s	84%	84%	84%	+ 1%	90%	90%	315	U.S. of Mexico 5s...
90	76%	121	U.S.Rub. Int'l. & ref. 5s	78	77	+ 1%	107	104	1	U. S. 8s. coupon...	105	105	105	+ 1%	106%	105	1	U. S. 8s. coupon...
105%	94%	10	U. S. R. S. R. & M. 90	95	95	+ 1%	90	84	12	U. S. 8s. coupon...	105	105	105	+ 1%	106%	105	1	U. S. 8s. coupon...
60	51%	105	U. S. Steel 5s	92	91	+ 1%	90	84	13	U. S. 8s. coupon...	105	105	105	+ 1%	106%	105	1	U. S. 8s. coupon...
85%	70%	6	Utah Pow. & L. 5s	72	70	+ 1%	90	84	14	U. S. 8s. coupon...	105	105	105	+ 1%	106%	105	1	U. S. 8s. coupon...
101	82%	27	V.A.-CAR. CH. 6s	93%	93%	+ 1%	90	84	15	V.A.-CAR. CH. 6s	93%	93%	93%	+ 1%	90%	90%	1	V.A.-CAR. CH. 6s...
93%	91%	2	V.A.-Car. Ch. 1s	5s 91%	91%	+ 1%	90	84	16	V.A.-Car. Ch. 1s	5s 91%	91%	91%	+ 1%	90%	90%	1	V.A.-Car. Ch. 1s...
85%	72%	13	Virginian Ry. 5s	79%	77%	+ 1%	90	84	17	Virginian Ry. 5s	93%	93%	93%	+ 1%	90%	90%	1	Virginian Ry. 5s...
85%	75	3	Va. Ir. C. & C. 5s	80	80	+ 1%	75	69	18	Argentine 5s	70%	69	69	+ 1%	90%	90%	1	Argentine 5s...
79	70	1	Willys Corp. 2d pf	58%	58	+ 1%	11	4	Willys Corp. 2d pf	58%	58	58	+ 1%	100%	94%	1	Willys Corp. 2d pf...	
100	98	1	Willys Corp. 1st pf	58%	58	+ 1%	100	98	19	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	20	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	21	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	22	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	23	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	24	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	25	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	26	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	27	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	28	Willys Corp. 1st pf	58%	58	58	+ 1%	100%	98%	1	Willys Corp. 1st pf...
100	98	30	Willys Corp. 1st pf	58%	58	+ 1%	100	98	29	Willys Corp. 1st pf	58%	58	58</					

Transactions on Out-of-Town Markets

Boston

STOCKS Net

Sales	High	Low	Last	Ch'ge
10 Adventure	.40	.40	.40	-.10
575 Alaska Gold.	1	1	1	-.14
25 Ahmee	.00	.58	.58	+.14
233 Allouez	.22	.20	.21	-.2
495 Anaconda	.51%	.49%	.51%	+.1%
90 Arcadian Con.	.24	.2	.24	+.1%
538 Aris. Com.	.04	.03	.04	-.1%
635 Butte & Bal.	.09	.04	.08	..
4,928 Big Heart	0	.8%	.9	+.1%
100 Bingham	.88	.8	.8	-.1%
873 Cal. & Ariz.	.54	.52	.54	+.1%
92 Cal. & Hecla	.300	.290	.300	+.10
2,820 Carson Hill	.23	.20%	.22%	-.1%
135 Chino	.35	.24%	.24%	-.3%
20 Centennial	.11	.11	.11	..
1,533 Cop. Radige	.36	.34%	.34%	-.1%
3,070 Davis-Daly	.78	.74	.78	-.1%
205 Daly-West	.4%	.4	.44	+.1%
1,695 East Butte	.10%	.0%	.10%	-.1%
1,773 Franklin	.70	.40	.50	-.05
200 F'kin as. pd	.26	.2%	.2%	..
10 Hancock	.4	.4	.4	..
305 Helvetia	.2	.1%	.2	+.1%
15 Ins. Cop.	.46%	.46%	.46%	-.1%
330 Island Creek	.53%	.52	.52	-.2%
270 Isle Royale	.29	.26	.26	-.2
205 Kerr Lake	.3%	.3%	.34	-.1%
... Lake Copper	3	.2%	.2%	-.1%
50 La Salle	.2%	.2%	.2%	..
10 Mass. Con.	.2%	.2%	.2%	-.1%
769 Mayflow. O.C.	.5%	.4%	.4%	-.1%
510 Michigan	.4	.4	.4	..
140 Mohawk	.60	.58%	.58%	-.1%
315 New Cornelia	.17	.16%	.16%	..
342 New River	.27	.26	.26	-.1
75 New River pf.	.85	.84	.84	-.1%
540 Nipissing	.8%	.8%	.8%	..
1,215 North Butte	.14%	.14%	.14%	-.1%
100 North Lake	.%	.%	.%	..
50 Ojibway	.1%	.1%	.1%	..
365 Old Dominion	.23	.21	.21	-.3
70 Oscella	.36	.36	.36	..
70 Pond Creek	.14%	.13%	.14%	+.1%
103 Quincy	.48	.44	.44	-.3
200 Ray Com.	.13%	.13%	.13%	..
1,370 Seneca	.14%	.13%	.13%	-.1%
10 St. Mary's L.	.38%	.38%	.38%	+.1%
90 Shannon	.1%	.1%	.1%	..
250 South Utah	.15	.15	.15	..
160 Superior Cop.	.4%	.3	.4%	..
425 Sup. & Boston	.3%	.3	.3%	..
228 Tribune	.1%	.1%	.1%	+.1%
300 Tuolumne	.60	.60	.60	+.05
228 U. S. Smeti	.51%	.50%	.51%	-.1%
226 U. S. Sm. pf.	.44	.43	.43	-.1
1,060 Utah Apex	.1%	.1%	.1%	..
135 Utah Con.	.6%	.6	.6	..
10,900 Utah Metals	.1%	.06	.1	-.1%
100 Winona	.60	.50	.50	..
633 Wolverine	.13%	.12	.13	-.1%
100 White Pine	.30	.30	.30	..
100 Wyandotte	.25	.25	.25	..
RAILROADS				
80 Bost. & Alb.	.125	.125	.125	..
223 Hos. Elev.	.62%	.62%	.62%	+.1%
5 Hos. Elev. pf.	.83	.85	.85	+.1%
1,147 Hos. & Maine	.38%	.33%	.37%	+.3
25 Hos. & Prov.	.138	.138	.138	..
1 Chi. Junc. pf.	.74	.74	.74	+.2
90 Maine Cent.	.61%	.60	.61%	..
1,331 N.Y., N.H. & H.	.34	.32%	.33%	-.1%
27 Old Colony	.70	.75	.75	+.1%
50 Rutland pf.	.20	.20	.20	..
513 West End	.41	.40	.41	+.1%
21 West End pf.	.48	.48	.48	-.2
MISCELLANEOUS				
178 Am. Ag. Ch.	.79	.75	.79	+.1
55 Am. A. C. pf.	.86%	.86%	.86%	+.1
675 Am. Oil & E.	.3%	.3	.3	-.1%
50 Am. Pa. Ser.	.1%	.1%	.1%	-.1%
25 Am. Sugar	.117%	.116%	.116%	..
120 Am. Sug. pf.	.106	.107%	.106	..
1,872 Am. A. & T.	.96%	.95%	.96%	..
31 Am. Woolen	.74%	.74%	.74%	-.2%
196 Am. Wool. pf.	.03	.02%	.02%	-.1%
175 Amoskeag	.73%	.75%	.73%	..
32 Amoskeag pf.	.70%	.75	.73	+.2
745 Atlas Tack	.25%	.25%	.25%	..
326 Art Metal	.15%	.15%	.15%	..
126 Beacon Choc.	.8%	.8%	.8%	..
1,600 Boat. M. Pet.	.2%	.2	.2	+.1%
20 Century Steel	.3	.3	.3	..
801 Eastern Mfg.	.30%	.29	.29%	-.1%
1,100 Eastern SS.	.19%	.18	.18	-.1%
172 East. SS. pf.	.62	.60	.61	-.4
128 Edison Elec.	.150	.145	.149	+.3%
1,233 Elder Corp.	.26	.24%	.25	-.1
60 Fairbanks	.50	.47	.50	+.2
25 Gen. Electric	.130	.136	.136	..
375 Gray & Davis	.21	.20	.20%	-.1%
260 Green T. & D.	.38%	.38%	.38%	..
30 Hendee Mfg.	.21%	.21%	.21%	..
36 Int. Cot. Mills	.60	.60	.60	..
10 Int. C. M. pf.	.88	.88	.88	+.1
2,519 Int. P. Com.	.28%	.23%	.27%	+.2%
1,898 Int. Products	.19	.16%	.18	-.1%
30 Int. Prod. pf.	.42	.42	.42	-.1
770 Island Oil	.6	.5%	.6	+.1%
345 J. T. Connor	.13%	.13	.13%	..
650 Libby M. & L.	.11%	.13	.13	+.1%
22 Libby War.	.11	.11	.11	..
10 Loew's Thea.	.10	.10	.10	..
374 Mass. Gas.	.79	.77%	.78	+.1%
33 Mass. Gas. pf.	.61	.60	.60	..
408 McElwain pf.	.94%	.94%	.94%	+.1%
1,320 Mex. Invest.	.32%	.31	.32%	-.1
5,566 Nat. Leather	.10%	.9%	.10%	+.1%

Pe- Pay- Books

Company Rate. riod. able. Close.

110 N. E. Tel.	86%	.85	86%	..
45 Ohio Edy.	21%	.24	24	-.1
500 Orphnum Cir.	23%	.24%	25	-.1%
80 Pacific Mills	.170	.165	.165	+.9
10 P. A. Sugar	.73%	.73%	.73%	..
35 Recs. Butch'le	.14	.14	.14	+.1%
200 Reese Folding	.3%	.3%	.3%	..
695 Root & Van.	.34%	.34	.34	-.1%
90 Shaw-nut S.S.	.21%	.21	.21%	+.1%
115 Slinnes Mag.	.15%	.14%	.15%	-.1%
275 So. Phos.	.23%	.22%	.22%	-.1%
12 Stewart Mfg.	.33	.33	.33	-.4
652 Swift & Co.	.106	.104	.105%	-.1%
1,364 Swift Int'l.	.31	.29%	.30%	+.1%
50 Torrington	.65	.65	.65	..
195 United Drug	.110	.108	.110	+.3
113 United Fruit	.190	.185	.190	..
1,968 U. Shoe M.	.41%	.40%	.41%	+.1%
270 Un. S. M. pf.	.24%	.24	.24	+.1%
40 Un. Tw. Dr.	.25%	.25%	.25%	..
1,110 Venture Oli.	.15%	.15%	.15%	..
200 Wal. Watch	.23	.23	.29	+.2
99 Wal. W. pf.	.72	.70	.71	..
1,260 Waldorf	.19%	.19%	.19%	..
601 W'worth Mfg.	.17%	.16%	.17	..
2,000 Wickwire S.	.28	.28	.28	+.1%

BONDS

\$2,000 Chl. June. 78

\$8,000 Carson 7s. '103

1,000 C. & B. 4s. '03

2,000 Miss. R. P. 3s. '73

10,000 N. E. Tel. 5s. '79

17,000 New River 3s. '79

2,000 Swift & Co. 3s. '84

2,000 West. Tel. 5s. '78

\$26,000 Pitts. Br. 6s. '70

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Victory Bonds
Old Government Bonds
Odd Lots Round Blocks
Coupon—Registered

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Annalist Open Market

Contributions to this list are invited from dealers and brokers of recognized standing. When bids or offers are received for the same security from more than one house the highest bid and the lowest offer are given. No consideration of any kind is accepted for the insertion of these quotations. They are given strictly as news and are as of the Friday before publication, this date being selected as the last full day of the financial week on which more quotations are available than on the half day of Saturday when many brokers are absent from their offices and on which the volume of business is relatively small. Nevertheless, it is to be recognized that changes occurring on Saturday will be reflected at the opening of the market on Monday, so that the quotations given below are subject to alteration. Address, The Open Market, Wall Street Office, The Annalist, 2 Rector Street, N. Y.

Bonds

Bonds

UNITED STATES AND TERRITORIES

	Bid for— At	Offered— By		Bid for— At	Offered— By
U. S. 2s, reg., 1930.	101 1/2 C. F. Childs & Co.	101 1/2 C. F. Childs & Co.		101 1/2 C. F. Childs & Co.	101 1/2 C. F. Childs & Co.
Do coupon, 1930	101 1/2	101 1/2		101 1/2	101 1/2
U. S. 4s, reg., 1925.	105 1/2	105 1/2		105 1/2	105 1/2
Do coupon, 1925.	105 1/2	105 1/2		105 1/2	105 1/2
U. S. 5s, reg., 1916.	103 1/2	103 1/2		103 1/2	103 1/2
Pan. Canal 2s, reg., 1926-35.	101	101		101 1/2 C. F. Childs & Co.	101 1/2 C. F. Childs & Co.
Do coupon, 1936-35.	101	101		101 1/2	101 1/2
Panama 3s, reg., 1961.	78	78		80	80
Do coupon	78	78		80	80

OTHER FOREIGN, Including Notes

Anglo-French	99 1/2	Salomon Bros. & Hutzler.	99 1/2	Salomon Bros. & H.
Argentine Govt. 5s, 1945.	87	Bull & Eldredge.	86 1/2	Bull & Eldredge.
Alberta 5 1/2s, Jan., 1939.	81	Miller & Co.	84	Lynch & McDermott.
Do 5s, May, 1926.	83	Lynch & McDermott.	86	
Do 6s, June, 1928.	88		91	
Do 7s, Feb. 1, 1924.	84	Miller & Co.	89	Miller & Co.
Do 8s, Aug., 1924.	85		88	
Do 9s, 1920.	84		87	
British Columbia 4 1/2s, Dec., 1925.	84 1/2	McDermott & Co.	87	McDermott & Co.
Do 4 1/2s, July, 1926.	81		85	
Do 5s, Jan., 1925.	87		90	
Belgian Govt. 6s, 1-yr., Jan., 21.	98	Bull & Eldredge.	98 1/2	Bull & Eldredge.
Do 6s, 3-yr., Jan., 1925.	90		90 1/2	
Calgary 5 1/2s, March, 1939.	80	Lynch & McDermott.	82	Lynch & McDermott.
Canada 5 1/2s, 1921.	87 1/2	Bull & Eldredge.	87 1/2	Bull & Eldredge.
Do 6s, 1921.	88 1/2		89	
Carib. Govt. 4 1/2s, 1940.	78	Miller & Co.	79	Miller & Co.
Do Internal 5s, 1905.	78		79	
Dominican Rep. 5s.	83	S. Goldschmidt.	84 1/2	S. Goldschmidt.
Manitoba 6s, Aug., 1925.	92	E. A. Baker & Co.	93	E. A. Baker & Co.
Manitoba 7s, June, 1928.	92 1/2	Lynch & McDermott.	95	Lynch & McDermott.
Do 4 1/2s, April, 1922.	92		95	
Do 5s, April, 1923.	90		91 1/2	
Montreal 4 1/2s, Jan., 1926.	87		84 1/2	
Do 6s, Dec., 1922.	93 1/2		94 1/2	
Do 6s, May, 1923.	93 1/2		94 1/2	
New Brunswick 5s, Dec., 1926.	85		89 1/2	
Do 4 1/2s, 1925.	84 1/2	E. A. Baker & Co.	85	
Do 5s, 1925.	84 1/2		85	
Ontario 6s, April, 1924.	94 1/2	Lynch & McDermott.	95	E. A. Baker & Co.
Do 5s, June, 1929.	86 1/2		87 1/2	Lynch & McDermott.
Do 4 1/2s, 1925.	89 1/2	E. A. Baker & Co.	93	Miller & Co.
Do 6s, April, 1923.	92	Miller & Co.	93	Lynch & McDermott.
Do 6s, February, 1928.	92		93	
Quebec 6s, March, 1925.	83	Lynch & McDermott.	85	Lynch & McDermott.
Quebec 6s, Aug., 1926.	83	Bull & Eldredge.	85	
Russian Government 5s, 1921.	23	Bull & Eldredge.	28	Miller & Co.
Do 6 1/2s, 1919.	23		24	
Saskatchewan 6s, May, 1924.	92	Lynch & McDermott.	94	Lynch & McDermott.
Do 4 1/2s, July, 1926.	82 1/2	E. A. Baker & Co.	83	E. A. Baker & Co.
Do 4 1/2s, 1921.	83	Miller & Co.	89	Miller & Co.
Switzerland 5 1/2s, Aug., 1929.	84 1/2	Salomon Bros. & Hutzler.	82 1/2	Bull & Eldredge.
United Kingdom of Great Britain and Ireland 5 1/2s, 1921.	96		96 1/2	
Do 5 1/2s, 1922.	90 1/2		90 1/2	
Do 5 1/2s, 1937.	81 1/2		82	

MUNICIPALS, Etc., Including Notes

Albany (Ala.) Str. Imp. Bonds 6s, 1930	• 6.25	W. L. Slavyon & Co., Tol.		
Antlers Twp. (Okla.) bonds 6s, 1944	• 6.00			
Alliance (Ohio) Waterworks 5s, 1922-28	• 5.60			
Augusta (Maine) coupon 4s, 1934	• 5.35			
Boston (Mass.) 4s, 1920	• 5.90			
Bossie (Ohio) Waterworks bonds 6s, 1941	• 6.25			
Bowling Green (Fla.) W. W. & E. L. bonds 6s, 1939	• 6.25			
Bryan (Ohio) Waterworks 5 1/2s, 1924-33	• 5.75			
Caldwell (Pa.) Road bonds 5s, 1934-1944	• 6.00			
Clay Co. (Fla.) Rd. Dist. No. 2 bonds 6s, 1921-1926	• 6.75			
Cleveland (Pa.) Johnstown 5s, 1947	• 6.00			
Conn. River County (Texas) Road Dist. 5s, 1921-39	• 6.00			
Dade County (Fla.) funding 5s, 1928-1943	• 6.00			
Delaware County (Ohio) redemption 4 1/2s, 1921	• 6.00			
Grant Par. (La.) Rd. Dist. No. 4 bonds 5s, 1926-1947	• 6.50			
Fair River (Pa.) Rd. Dist. No. 2 bonds 5s, 1921-1930	• 6.00			
Hickory (N. C.) Highway 5s, 1924	• 6.00			
Hunt County (Texas) Road 5s, 1950-48-51	• 5.80			
Holmes Co. (Fla.) Rd. Dist. No. 3 bonds 6s, 1933-1938	• 6.00			
Hawtree Twp. (Warran Co. (N. C.) Rd. Dist. 5s, 1931-1956	• 5.30			
Heber Par. (La.) Rd. Dist. No. 2 bonds 5s, 1930-1936	• 6.00			
Jackson County (Ala.) Road & Bridge 5s, 1927-1930	• 6.00			
Jackson Co. (Miss.) Sup. Dist. Nos. 2 and 3 bonds 5 1/2s, 1928-1949	• 5.50			
Jackson Co. (Tex.) Rd. Dist. No. 1 bonds 5 1/2s, 1953 (op. 23-48)	• 5.50			
Jefferson Par. (La.) Rd. Dist. No. 2 bonds 5s, 1920-1944	• 5.50			
Jersey City (N. J.) gold 6s, August, 1921	• 5.85			
Do August, 1923-23	• 5.75			
Jonesboro (La.) E. L. & W. W. bonds 5s, 1931-1948	• 6.25			
Klamath Twp. (Okla.) Rd. Imp. bonds 6s, 1944	• 6.00			
Lafayette Co. (Fla.) Spec. R. B. Dist. 5s, 1929-1949	• 5.50			
Lake Alfred (Fla.) Str. Imp. bonds 6s, 1925-1929	• 6.00			
Lakeland (Fla.) Str. Imp. bonds 6s, 1929-1930	• 6.00			
Little Rock (Ark.) temporary 5s, 1924-1925	• 6.25			
Limestone Co. (Texas) 5 1/2s, 1924-49	• 6.00			
Lufkin (Texas) Treasury Warrants 6s, 1941-1945	• 6.00			
Lawrence (Mass.) 5 1/2s, 1924-27	• 5.50			
Matagorda Co. (Texas) D. D. No. 4 bonds 5s, 1922	• 6.75			
Monroe Co. (Fla.) school warrants 6s, 1949-1950	• 6.00			
New Berlin (La.) paving 5s, 1924-1930	• 5.50			
New Bedford (Mass.) reg. 5s, 1928-25	• 5.50			
Newport (R. I.) cpn. 6 1/2s, 1923-36	• 5.50			
New Britain (Conn.) school 4s, 1925	• 5.25			
New Haven (Conn.) school district 4 1/2s, 1924-47	• 5.00			
New York City bonds:				
Interchangeable 4 1/2s, July, '67...	• 60 1/2	Bull & Eldredge.		
Do 4 1/2s, June, 1968...	• 60 1/2			
Do 4 1/2s, March, 1961...	• 60 1/2			
Do 4 1/2s, Nov., 1957...	• 60 1/2			
Do 4 1/2s, May, 1957...	• 60 1/2			
Do 4 1/2s, April, 1966...	• 61			
Do 4 1/2s, March, 1964...	• 61			
Do 4 1/2s, March, 1962...	• 61			
Do 4 1/2s, March, 1960...	• 61			
Do 4 1/2s, March, '60, op. '30...	• 61			
Do 4 1/2s, May, 1959...	• 60 1/2			
Do 4 1/2s, Nov., 1958...	• 60 1/2			
Do 4 1/2s, May, 1957...	• 60 1/2			
Do 4 1/2s, Nov., 1956...	• 60 1/2			
Do 4 1/2s, Nov., 1955...	• 60 1/2			
Do 4 1/2s, Nov., 1954...	• 60 1/2			
Do 4 1/2s, Nov., 1953, inc...	• 60 1/2			
Reg. 3 1/2s, Nov., 1950-53, inc...	• 60 1/2			
Reg. 3 1/2s, Nov., 1940-50, inc...	• 60 1/2			
Do & Cou. (Serial) 4 1/2s, June, 1960...	6.00		5.00	
Do & Cou. (Serial) 4 1/2s, July, 1920-32, inc...	6.00		5.00	
Do & Cou. (Serial) 4 1/2s, April, 1921-31, inc...	6.25		5.25	
Portsmouth (N. H.) Water Works 5 1/2s, 1930...	• 5.00	A. E. Aub & Co., Cln.		
Do water extension 5s, 1928-35...	• 5.00			
Putnam Co. (Fla.) Road & B. Dist. No. 4, 6s, 1928-44...	• 6.00	W. L. Slavyon & Co., Tol.		
Quinton Co. (Miss.) Road Dist. No. 4 bonds, 6s, 1929-43...	• 5.75			
Redmond Township (Okla.) Road Imp. bonds, 6s, 1944...	• 6.00			
Richland Township (S. D.) Road Imp. bonds, 6s, 1935-39...	• 6.25			
Sarasota (Fla.) W. W. E. L. Sewer & R. bonds, 5s, 1949...	• 5.50	A. E. Aub & Co., Cln.		
Schlesinger (N. Y.) Flood Emergency 5s, 1934...	• 5.00	Stix & Co., St. L.		
St. Louis 4 1/2s, 1933...	• 53	Stix & Co., St. L.	88	
St. Louis School 4s, 1939...	• 53	Stix & Co., St. L.	88	
St. Louis City 4s, 1928-29-31...	• 80 1/2	Steinberg & Co., St. L.	91 1/2	Steinberg & Co., St. L.
Stamford (Texas) Water Works 5s, 1923...	• 6.00	A. E. Aub & Co., Cln.		

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Annalist Open Market

MUNICIPALS, Etc., Including Notes—Continued

—Bid for— At	—Offered— By
Tacoma (Wash.) 5s, 1947-55	5.50 P. W. Chapman & Co.
Union County (N. J.) 5%s, due 1926	5.50 J. S. Rippel & Co., N. Y.
Wyoming (Ohio) Sewer Extension 5s, 1932-43	5.65 A. E. Aub & Co., Cinc.
Worcester (Mass.) 4s, 1925	5.75 Estabrook & Co.

*Basis.

STATE

Mass. reg. 3%s, 1932-33	5.10 Estabrook & Co.
Do reg. 3%s, 1942-43	5.10 "
New York	
Canal Imp. 4%s, Jan., 1964... 100% E. Canfield & Bro.	102 Bull & Eldredge.
Highway Imp. 4%s, Sept., 1963... 100% " "	102 "
Canal Imp. 4%s, Jan., 1964... 94% " "	97 "
Highway Imp. 4%s, March, 1961... 94% " "	97 "
Barge Canal Ter. 4%s, Jan., 1961... 94% " "	92 1/2 "
Highway Imp. 4s, March, 1962... 90% " "	92 1/2 "
Highway Imp. 4s, March, 1961... 90% " "	92 1/2 "
Canal Imp. 4%s, Jan., 1962... 90% " "	92 1/2 "
Canal Imp. 4%s, Jan., 1961... 90% " "	92 1/2 "
Canal Imp. 4s, July, 1960... 90% " "	92 1/2 "
Barge Canal Ter. 4%s, Jan., 1961... 91% " "	92 1/2 "
Barge Canal Ter. 4s, Jan., 1961... 91% " "	92 1/2 "

PUBLIC UTILITIES

Alabama Power 5s, 1946... 75 Pynchon & Co.	78 Pynchon & Co.
Alabama Tr., Lt. & Ltr. 5s, 1962... 41 A. F. Ingold & Co.	43 A. F. Ingold & Co.
Alb. Ry. Southern 5s, 1939... 60 Redmond & Co.	60 Redmond & Co.
Amer. Light & Trac. 6s, 1925... 92 Pynchon & Co.	93% Pynchon & Co.
Am. Water Works & Elec. 5s, '34... 53 A. F. Ingold & Co.	55 A. F. Ingold & Co.
Asheville Fr. & Lt. 5s, '32... 75 Redmond & Co.	80 Redmond & Co.
Baton Rouge El. 1st 5s, '30... 68 Stone & Webster.	73 Stone & Webster.
Bell Tel. Co. of Canada 5s, April 1, 1923... 70 Lynch & McDermott.	81 Lynch & McDermott.
Do 1925... 94 " " "	95 " " "
Brazilian Tr. Lt. & Pr. 6s, 1922... 89 " " "	91 " " "
Birm. Ry. & Lt. 4%s, 1954... 51 Miller & Co.	56 Miller & Co.
Do 1957... 51 " " "	58 " " "
Burlington Ry. & Lt. 1st 5s, 1932... 82 Pynchon & Co.	90 Pynchon & Co.
Butte Elec. & Pr. 1st 5s, 1931... 83 Pynchon & Co.	83 Pynchon & Co.
Cal. G. & E. Uniting 5s, 1937... 84 A. E. Lewis & Co., Los A. 85 A. E. Lewis & Co., Los A.	85 A. E. Lewis & Co., Los A.
Cal. Elec. Gen. Co. 1st 5s, '48... 71 A. E. Lewis & Co., Los A. 86 A. E. Lewis & Co., Los A.	86 A. E. Lewis & Co., Los A.
Carolin. Ry. Lt. & Lt. 1st 5s, 1938... 74 Pynchon & Co.	75 Pynchon & Co.
Can. Breton Elec. 6s, 1932... 65 Stone & Webster.	70 Stone & Webster.
Cedar Rapids Mfg. & P. 5s, '53... 74 Lynch & McDermott.	75 Lynch & McDermott.
Central States Elec. 5s, 1922... 80 Pynchon & Co.	83 " " "
Cities Service deb. C... 32% H. L. Doherty & Co.	32% H. L. Doherty & Co.
Cleve. Elec. III 5s, 1939... 78 Redmond & Co.	82 Redmond & Co.
Cleve. Elec. (S. C.) Ry. G. & E. 5s, 1936... 80 " " "	85 Redmond & Co.
Compton Hts. Ry. 1st 5s, '23... 87 Stix & Co., St. L. 88 Stix & Co., St. L.	88 Stix & Co., St. L.
Conn. Power 1st 5s, 1963... 78 Stone & Webster.	83 Stone & Webster.
Conn. Ry. & Lt. Co. 1st 4 1/4%, 1951, stamped... 80 Miller & Co.	85 Miller & Co.
Conn. Trac. (N. J.) 5s, '33... 62 Redmond & Co.	65 Redmond & Co.
Conn. Wat. (Utica) 1st 5s, '30... 56 B. H. & F. W. Pelzer.	61 B. H. & F. W. Pelzer.
Conn. Wat. (Utica) 1st 5s, '30... 80 Redmond & Co.	85 Redmond & Co.
Dallas Elec. col. tr. 5s, 1922... 60 Stone & Webster.	70 A. F. Ingold & Co.
Defiance Elec. 5s, 1940... 70 A. F. Ingold & Co.	70 A. F. Ingold & Co.
East St. Louis & Subs. 5s, '32... 47% Steinberg & Co., St. Louis.	48% Steinberg & Co., St. L.
East Tex. Elec. 5s, 1922... 70 Steinberg & Co., St. L.	70 Steinberg & Co., St. L.
Economy Lt. & Ltr. Co. 1st 5s, '30... 75 Redmond & Co.	85 Redmond & Co.
Edison Elec. (Los Angeles) 1st & ref. 5s, 1929... 88 A. E. Lewis & Co., Los A. 95 A. E. Lewis & Co., I. A.	95 A. E. Lewis & Co., I. A.
Ellis & Tren. R. 5s, 1962... 70 A. E. Lewis & Co., Los A. 96 B. H. & F. W. Pelzer.	96 B. H. & F. W. Pelzer.
Elas. Pave Elec. 5s, 1932... 78 Stone & Webster.	82 Stone & Webster.
Elec. Dev. of Ont. 5s, March, '33... 78 Lynch & McDermott.	80 Lynch & McDermott.
Galveston Elec. 5s, 1940... 72 Stone & Webster.	85 Stone & Webster.
Gardiner & Els. 5s, 1927... 54 Redmond & Co.	60 Redmond & Co.
Gt. West. Ry. 1st & ref. 5s, '49... 83 A. E. Lewis & Co., Los A. 85 A. E. Lewis & Co., Los A.	85 A. E. Lewis & Co., Los A.
Gt. West. Ry. 1st & ref. 5s, '46... 74 A. E. Lewis & Co., Los A. 86 A. E. Lewis & Co., Los A.	86 A. E. Lewis & Co., Los A.
Do 1925... 55% " " "	87 Lynch & McDermott.
Harwood Elec. Co. 1st 5s, 1939... 75 Redmond & Co.	85 Redmond & Co.
Houston Electric 5s, 1923... 88% " " "	95 Lynch & McDermott.
Home Tel. & Tel. (Spokane) 1st 5s, 1936... 70 A. E. Lewis & Co., Los A. 75 A. E. Lewis & Co., Los A.	75 A. E. Lewis & Co., Los A.
Hoboken Ferry 5s, 1946... 73 A. E. Lewis & Co., Los A. 77 B. H. & F. W. Pelzer.	77 B. H. & F. W. Pelzer.
Hydro-Elec. of Ont. 5s, '37... 73 A. E. Lewis & Co., Los A. 78 A. E. Lewis & Co., Los A.	78 A. E. Lewis & Co., Los A.
Ind. Gas 5s, 1949... 73 B. H. & F. W. Pelzer.	78 B. H. & F. W. Pelzer.
J. C. H. & P. Ry. 5s, 1949... 80 Steinberg & Co., St. Louis.	87% Steinberg & Co., St. L.
Kansas City H. T. 5s, 1923... 74 Steinberg & Co., St. L.	88 Steinberg & Co., St. L.
Kinloch Tel. Co. L. D. 5s, 1929... 76 Steinberg & Co., St. L.	89 Steinberg & Co., St. L.
Do pf. 6s, 1928... 76 Lynch & McDermott.	90 Lynch & McDermott.
Laclede Gas Light 7s, 1929... 88 Steinberg & Co., St. L.	91 Steinberg & Co., St. L.
Laurentide Power 5s, 1946... 72 Steinberg & Co., St. L.	92 Steinberg & Co., St. L.
Laclede Gas Light 7s, 1929... 88 Steinberg & Co., St. L.	93 Steinberg & Co., St. L.
Loco. & Mach. Co. of Montreal 5s, 1924... 72 Lynch & McDermott.	94 Steinberg & Co., St. L.
Long Island Ry. Corp. 1st 5s, 1942... 73 Lynch & McDermott.	95 Steinberg & Co., St. L.
Long Island Ry. Corp. 1st 5s, due 1940... 73 Lynch & McDermott.	96 Steinberg & Co., St. L.
Los Angeles Ry. 1st 5s, 1938... 70 A. E. Lewis & Co., Los A. 71 A. E. Lewis & Co., Los A.	70 A. E. Lewis & Co., Los A.
Los Angeles Elec. 5s, 1939... 70 A. E. Lewis & Co., Los A. 72 A. E. Lewis & Co., Los A.	72 A. E. Lewis & Co., Los A.
Los Angeles Pac. 1st & ref. 5s, '50... 59 " " "	73 A. E. Lewis & Co., Los A.
Madison River Pr. 1st 5s, 1935... 70 A. F. Ingold & Co.	82 A. F. Ingold & Co.
Middle West Utilities 5s, 1925... 81 A. E. Blckmore & Co.	84 A. E. Blckmore & Co.
Memphis & Els. Co. 1st 5s, 1945... 58 Miller & Co.	60 Miller & Co.
Miss. River Power 1st 5s, 1951... 59 Stone & Webster.	62 Stone & Webster.
Mil. Elec. & Lt. 5s, 1926... 71 Steinberg & Co., St. L.	73 Steinberg & Co., St. L.
Montreal Tramway 5s, 1941... 72 A. F. Ingold & Co.	74 A. F. Ingold & Co.
Montreal Lt. H. & P. 4 1/4%, Jan., 1938... 72 Lynch & McDermott.	75 Lynch & McDermott.
Do (Achilles) 5s, April, 1933... 73 Lynch & McDermott.	76 Lynch & McDermott.
Mount Royal Pr. 1st 5s, 1923... 80 Pynchon & Co.	81 Pynchon & Co.
New Orleans Ry. & Lt. 4%s, 1935... 53 " " "	82 Lynch & McDermott.
Cal. Cr. Pr. 1st 5s, 1927... 53 " " "	83 Lynch & McDermott.
N. Y. & Hoboken Ferry 5s, 1948... 54 " " "	84 Lynch & McDermott.
N. Y. & Westchester Lt. 5s, 2004... 54 " " "	85 Lynch & McDermott.
North Amer. Elec. 5s, 1940... 55 " " "	86 Lynch & McDermott.
North. Ohio Tr. & Lt. 7s, 1928... 68 Pynchon & Co.	69 Pynchon & Co.
Omaha & C. B. 5s, 1928... 68 " " "	70 Pynchon & Co.
Pacific Electric Ry. 5s, 1942... 65 A. E. Lewis & Co., Los A. 71 A. E. Lewis & Co., Los A.	71 A. E. Lewis & Co., Los A.
Venacol. Electric 5s, 1931... 40 Stone & Webster.	72 Stone & Webster.
Pac. Lt. & Power 1st 5s, 1942... 40 Stone & Webster.	73 Stone & Webster.
Pac. Lt. & Power 1st 5s, 1951... 52 Steinberg & Co., St. L.	74 Steinberg & Co., St. L.
Portland (Ore.) Ry. 5s, 1930... 52 Lynch & McDermott.	75 Lynch & McDermott.
Rio de J. Tramway & P. 5s, 1935... 62 Lynch & McDermott.	76 Lynch & McDermott.
Riverside Traction 5s, 1960... 50 Steinberg & Co., St. L.	77 Steinberg & Co., St. L.
San Joaquin Lt. & Pow. 6s, 1950... 84 A. E. Lewis & Co., Los A. 85 A. E. Lewis & Co., I. A.	85 A. E. Lewis & Co., I. A.
St. Louis Tramway Co. 1924... 25 Steinberg & Co., St. L.	86 Steinberg & Co., St. L.
St. Louis & Suburban 5s, 1921... 40% " " "	87 Steinberg & Co., St. L.
Do gen. 5s, 1923... 40% " " "	88 Steinberg & Co., St. L.
St. L. Ry. (B'way) 4%s, 1920... 94 " " "	89 Steinberg & Co., St. L.
State Elec. 5s, 1929... 76 Stone & Webster.	90 Steinberg & Co., St. L.
So. Cal. Edison 5s, 1939... 79 Pynchon & Co.	91 Pynchon & Co.
So. Cal. Edison 5s, 1959... 78% A. E. Lewis & Co., Los A. 80% A. E. Lewis & Co., I. A.	80% A. E. Lewis & Co., I. A.
Do 1st & ref. 5s, 1944... 87% " " "	81% " " "
St. Louis & Suburban 5s, 1960... 77 " " "	82% " " "
Syracuse Lighting Co. 1st 5s, 1951... 70 Redmond & Co.	83 Redmond & Co.
Tampa (Fla.) Elec. 5s, 1933... 80 Lynch & McDermott.	84 Lynch & McDermott.
Toronto Power 5s, 1924... 70 Lynch & McDermott.	85 Lynch & McDermott.
Two States Gas & Elec. 5s, 1953... 60 A. H. Blckmore & Co.	65 A. H. Blckmore & Co.
United Ry. & Lt. 5s, 1934... 42 Steinberg & Co., St. L.	43 Steinberg & Co., St. L.
Wash.-Idaho W. Lt. & Pr. 5s, 41... 60 A. F. Ingold & Co.	70 A. F. Ingold & Co.
Western Lt. & Pr. 5s, 1925... 60 " " "	61 " " "
Scranton & Wilkes-B. 1st 5s, '61... 70 W. C. Orton & Co.	62 W. C. Orton & Co.
Seaboard Air Line 5s, 1945... 43% S. Goldschmidt & Co.	44% S. Goldschmidt & Co.
Tampa Northern 5s, 1936... 30 A. F. Ingold & Co.	45 A. F. Ingold & Co.
Great Nor. (Can.) 4s, 1934... 59 " " "	46 A. F. Ingold & Co.
Mo., Kan. & Tex. gen. 4%s, '36... 24 W. C. Orton & Co.	27 W. C. Orton & Co.
North Amer. Ry. & Coal 5s, '47... 77 F. J. Lisman & Co.	78 F. J. Lisman & Co.
Do 5s, '51... 77 " " "	79 " " "
Scranton & Wilkes-B. 1st 5s, '61... 70 W. C. Orton & Co.	70 W. C. Orton & Co.
Seaboard Air Line 5s, 1945... 43% S. Goldschmidt & Co.	44% S. Goldschmidt & Co.
Tampa Northern 5s, 1936... 30 A. F. Ingold & Co.	40 A. F. Ingold & Co.
Great Nor. (Can.) 4s, 1934... 59 " " "	41 A. F. Ingold & Co.
Do 5s, '51... 77 " " "	78 " " "
Scranton & Wilkes-B. 1st 5s, '61... 70 W. C. Orton & Co.	70 W. C. Orton & Co.
Vicksburg & Meridian 5s, 1921... 30 F. J. Lisman & Co.	31 F. J.

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Annalist Open Market

INDUSTRIAL AND MISCELLANEOUS—Continued

	Bid for— At	Offered— By
Am. Oil Fields 1st 6s, 1930.	82 A. E. Lewis & Co., Los A.	84 A. E. Lewis & Co., Los A.
Am. Steel Foundries 4s, 1923.	82 E. A. Baker & Co.	96 Carruthers, Pell & Co.
Atlas Foundry & Casting 6s, 1925.	82 Carruthers, Pell & Co.	96 Carruthers, Pell & Co.
Bass C. I. & L. 6s, 1931.	95 I. H. Nicholas & Co.	95 I. H. Nicholas & Co.
Cahaba Coal 6s, 1922.	95	95
Canadian Car & Fdy. 6s, Dec., '30.	79 Lynch & McDermott.	81 Lynch & McDermott.
Consolidation Coal 6s, 1950.	68% E. A. Baker & Co.	69% E. A. Baker & Co.
Do 6s, 1923.	96	96
Do 4s, 1924.	72% Miller & Co.	72% Miller & Co.
Dominion Iron & Steel 5s, 1930.	69	63
Do 5s, 1939.	80 Lynch & McDermott.	82 Lynch & McDermott.
Dominion Coal 6s, 1940.	77 Carruthers, Pell & Co.	80 Carruthers, Pell & Co.
Fairmont Coal 5s, 1931.	87 A. F. Ingold & Co.	92 A. F. Ingold & Co.
General Baking 6s, 1936.	76	76
Huntington & Imp. 1st col. 6s, 1936.	87 A. E. Lewis & Co., Los A.	87 A. E. Lewis & Co., Los A.
Do 4s, 1937.	87	87
Do 5s, 1938.	87	87
Kiowa Coal Co. 1st 6s, 1939.	87 E. A. Baker & Co.	96 I. H. Brooks & Co. Sc. n.
Lima Loco Corp. 1st 6s, 1930.	96	93 Redmond & Co.
Int. R. Salt 5s.	97 E. A. Baker & Co.	72 E. A. Baker & Co.
International Paper 5s, 1935.	96	96
Marshall Steel 6s, 1927.	96 A. F. Ingold & Co.	70 A. F. Ingold & Co.
McR. Coal Joint 5s, 1930.	96 Carruthers, Pell & Co.	96 Carruthers, Pell & Co.
Mississippi Glass 5s, 1924.	96 Carruthers, Pell & Co.	92 St. L. & Co., St. Louis.
Monon Coal Co. 1st 6s, 1934.	96 H. I. Nicholas & Co.	92 E. A. Baker & Co.
Do 5s, 1935.	96	93
Oxford Paper 6s, 1930.	76 Carruthers, Pell & Co.	85 E. A. Baker & Co.
Pleasant Valley Coal 5s, 1928.	87 E. A. Baker & Co.	87 E. A. Baker & Co.
Portland Cement 5s, 1937.	87 Carruthers, Pell & Co.	73 E. A. Baker & Co.
Rocky Mountain Coal & Iron 5s, '51.	87	85 Miller & Co.
Riordan Pulp & Paper 6s, 1929.	84 E. A. Baker & Co.	87 E. A. Baker & Co.
Solvay Process Co. 1st 6s, 1938.	96 Carruthers, Pell & Co.	101 Carruthers, Pell & Co.
Standard Motor 6s, 1st 6s, 1927.	96 Carruthers, Pell & Co.	100 Carruthers, Pell & Co.
Standard Steel Works 6s, 1930.	96 Carruthers, Pell & Co.	96 Carruthers, Pell & Co.
St. Jo Stock Yards 1st 4% 6s, 1930.	71 Carruthers, Pell & Co.	96 Carruthers, Pell & Co.
St. Clair Furn. 6s, 1921-39.	75 H. I. Nicholas & Co.	82 E. A. Baker & Co.
St. Law. Pulp & Lum. 1st 6s, 1933.	75 E. A. Baker & Co.	92 E. A. Baker & Co.
Safety Ins. Wire & C. 1st 6s, '42.	77	82 E. A. Baker & Co.
Sen. Sea. Chiles 6s, 1929.	77	92
Taylor Whr. Carbon & Steel 6s, '42.	78	92
Toy. Edgington 6s, 1930.	78	92
Union Steel 6s, 1932.	96 Holmes, Bulkley & W.	96 Holmes, Bulkley & W.
U. S. Steel 5s, 1951.	91 Holmes, Bulkley & W.	96 Holmes, Bulkley & W.
Welch & Sales Co. 1st 5s, 1931.	68 Carruthers, Pell & Co.	75 E. A. Baker & Co.
West Va. Pulp & Paper 1st 5s, 24.	93% E. A. Baker & Co.	92% E. A. Baker & Co.
West Ky. Coal 5s, 1925.	96	92
West. Mich. 6s, 40.	93 Holmes, Bulkley & W.	93 Holmes, Bulkley & W.

*Percentage basis.

Notes

Notes

RAILROADS

	Bid for— At	Offered— By
Canadian Pac. 6s, March, 1924.	92% Salomon Bros. & Hutzler.	90% Salomon Bros. & H. H.
Cleve. C. & St. L. 6s, Sept., 1920.	87% Bull & Eldredge.	89% Bull & Eldredge.
Do 10s, 1921.	92% " "	90% "
Hunting Valley 6s, 1924.	87% "	94% Mann, Pell & Peake.
Kansas City Terminal 6s, 1923.	93% " "	93% Salomon Bros. & H. H.
N. Y. Central 6s, Sept., 1920.	90% " "	100% " "
Penn. 4% 6s, June, 1921.	90% " "	97% " "
Southern Railway 6s, 1922.	92% " "	92% " "
St. Paul Union Depot 5s, 1923.	92% Bull & Eldredge.	93% Bull & Eldredge.

PUBLIC UTILITIES

	Bid for— At	Offered— By
Baton Rouge Elec. 7s, Jan., 1925.	97 Stone & Webster.	98% Stone & Webster.
Dallas Electric 6s, 1921.	100	96 Stone & Webster.
El Paso Elec. 5s, 1925.	95	96 Stone & Webster.
E. Bay Water c. t. 6s, 1923.	94 Cahn, McCabe & Co., L. A.	95% Cahn, McCabe & Co., L. A.
Edison Elec. 1st 6s, 1922.	94 A. F. Ingold & Co.	93 A. F. Ingold & Co.
Min. & Steel 6s, 1921.	93	95
Ontario Power 8s, 1921.	93 Steinberg & Co., St. L.	97% Steinberg & Co., St. L.
Southwestern Bell Tel. 7s, 1925.	96 A. H. Bickmore & Co.	99 A. H. Bickmore & Co.
Twin States Gas & El. 7s, 1921.	96	96

INDUSTRIAL AND MISCELLANEOUS

	Bid for— At	Offered— By
Am. Cotton Oil 6s, Sept., 1924.	90% Salomon Bros. & Hutzler.	90% Salomon Bros. & H. H.
Am. Tel. & Tel. 6s, Feb., 1924.	92% Bull & Eldredge.	92% Bull & Eldredge.
Do 6s, 1925.	93% " "	90% "
Anglo-Am. Oil 7% 6s, 1925.	98% Bull & Eldredge.	92% Bull & Eldredge.
Am. Tobacco 7s, 1920.	90% " "	100% " "
Do 7s, 1921.	99% " "	100% " "
Do 10s, 1924.	99% " "	99% " "
Am. Zinc 6s, 1921.	99% Salomon Bros. & Hutzler.	99% Salomon Bros. & H. H.
Associated Sims Hard 7s, 1925.	96 Steinberg & Co., St. L.	97 Steinberg & Co., St. L.
Bethlehem Steel 7s, 1922.	98 Salomon Bros. & Hutzler.	98 Salomon Bros. & H. H.
Do 10s, 1923.	97% Bull & Eldredge.	97% Salomon Bros. & H. H.
Cudahy Packing 7s, 1923.	97% Bull & Eldredge.	98% Bull & Eldredge.
Land Bk. Farm Lnd. Bonds:		
4 1/2%, May, 1926, op. 24.	87 Bull & Eldredge.	88% Bull & Eldredge.
4 1/2%, 1928, op. 25.	87 " "	88% " "
4 1/2%, May, 1937, op. 22.	87 " "	90% " "
5s, May, 1938, op. 23.	94 " "	95% " "
Federal Sugar Ref., Jan., 1924.	92% Salomon Bros. & Hutzler.	94% Salomon Bros. & H. H.
Gulf Oil Corp. 6s, July, 1921.	95% Bull & Eldredge.	95% Bull & Eldredge.
Do 6s, 1922.	95 " "	95% " "
Do 6s, July, 1923.	95 " "	95% " "
Levins & Truck & Motor 6s, 1925.	88 B. Bogart & Co.	91 B. Bogart & Co.
Liggett & Myers 6s, 1921.	97% Salomon Bros. & Hutzler.	97% Salomon Bros. & H. H.
Procter & G. 7s, March, 1921.	90% " "	100% " "
Do 7s, March, 1922.	90% " "	99% " "
Do 7s, March, 1923.	90% " "	99% " "
Petrom. 6s, 1922.	96% Bull & Eldredge.	96% Bull & Eldredge.
Swift & Co. 6s, 1921.	97% Mann, Pell & Peake.	96% Mann, Pell & Peake.
U. S. Rubber 7s, 1923.	97% Salomon Bros. & Hutzler.	98% Salomon Bros. & H. H.
Utah Securities 6s, 1922.	83 Bull & Eldredge.	85% " "
Western Electric 7s, 1925.	97% " "	97% " "

Stocks

Stocks

BANKS

	Bid for— At	Offered— By
America	200 C. Gilbert.	210 C. Gilbert.
American Exchange National	200 " "	200 C. Gilbert.
Atlantic National	215 " "	200 C. Gilbert.
Battery Park	190 " "	200 C. Gilbert.
Bowery	425 " "	190 C. Gilbert.
Bryant	150 " "	190 C. Gilbert.
Brown National	150 " "	190 C. Gilbert.
Broadway Central	150 " "	190 C. Gilbert.
Butchers & Drovers	35 " "	40 C. Gilbert.
Chase	305 " "	403 M. Lachenbruch & Co.
Chatham & Phenix	270 " "	280 C. Gilbert.
Chemical National	960 " "	500 C. Gilbert.
Chelsea Exchange	150 " "	155 C. Gilbert.
Chittenden	925 " "	275 C. Gilbert.
City National Rts.	92 McDonnell & Co.	93 McDonnell & Co.
Columbia	180 C. Gilbert.	200 C. Gilbert.
Coal & Iron	250 " "	250 C. Gilbert.
Commerce National	218 " "	222 C. Gilbert.
Corn Exchange	400 " "	440 C. Gilbert.
Commercial 6s	216 " "	225 C. Gilbert.
Commercial	110 " "	120 C. Gilbert.
Cuba	185 " "	200 C. Gilbert.
Fifth Avenue	910 G. Gilbert.	930 C. Gilbert.
Greenwich	225 " "	220 C. Gilbert.
Goldman	200 " "	240 C. Gilbert.
Garfield	520 " "	355 C. Gilbert.
Harriman	335 " "	350 C. Gilbert.
Hanover	810 " "	830 C. Gilbert.
Importers & Traders	515 " "	530 C. Gilbert.
Irving	302 " "	308 C. Gilbert.
Liberty	285 " "	305 C. Gilbert.
Loeb	190 " "	205 C. Gilbert.
Manhattan	205 " "	215 C. Gilbert.
Mutual	400 " "	400 C. Gilbert.
Metropolitan	340 " "	360 C. Gilbert.
Mechanics & Metals	320 " "	328 M. Lachenbruch & Co.
National Park	470 " "	490 C. Gilbert.
New Netherlands	185 " "	190 C. Gilbert.
New York B. A.	400 " "	400 C. Gilbert.
Public	400 " "	400 C. Gilbert.
Pacific	270 " "	275 C. Gilbert.
Seaboard	670 " "	675 C. Gilbert.
State	200 " "	200 C. Gilbert.
Second National	425 " "	475 C. Gilbert.
Twentieth Century	70 " "	175 C. Gilbert.
United States	165 " "	185 C. Gilbert.
Union Exchange Bank	175 " "	185 C. Gilbert.
Washington Heights	325 " "	325 C. Gilbert.
Yorkville	375 " "	375 C. Gilbert.

Offerings of the Week

City of Cleveland, Ohio, \$930,000 5% per cent. bonds, due serially 1930 to 1939, inclusive, and exempt from Federal income taxation. The bonds are of the same issue as \$1,533,000 due in 1930 inclusive. This issue is a legal investment for savings banks and trust funds in New York, Massachusetts and Connecticut. Offered at prices to yield 5.30 to 5.35 per cent. by Eldredge & Co.

City of Cincinnati, Ohio, \$765,000 6 per cent. direct obligation bonds, due July 1, 1940 and 1950. The issue is exempt from all Federal income taxes. An investment for savings banks and trust funds in New York, Connecticut and elsewhere and is acceptable as security for postal savings deposits. The issue was authorized at an election and constitutes a direct obligation of the city. The bonds are issued for street and sewer improvements. Maturities are \$170,500, due July 1, 1940, optional July 1, 1930, and \$594,500 due July 1, 1950, optional July 1, 1940. Offered by the Williams R. Compton Company, White, Weld & Co. and the Detroit Trust Company, at prices yielding about 5.35 per cent. to optional date and 6 per cent. thereafter.

City of Salisbury

Annalist Open Market Annalist Open Market

TRUST COMPANIES

—Bid for—		
	At	By
Bankers	365	C. Gilbert.
Brooklyn	490	"
Central Union	305	"
Columbia	305	"
Commercial	155	"
Empire	20	"
Equitable	40	"
Farmer's Loan & Trust	88	"
Fidelity Inter.	200	"
Fidelity Trust (Newark)	220	A. F. Ingold & Co.
Fulton	270	C. Gilbert.
Guaranty	338	M. Lachenbruch & Co.
Hamilton	220	C. Gilbert.
Hudson	155	"
Kings County	630	"
Lincoln (Nat'l.)	150	"
Lawyers Title Ins. & Trust	135	"
Manufacturers	195	"
Metropolitan	190	"
Mercantile	300	"
N. Y. Life Ins. Co.	525	"
New York	600	"
People's	275	"
Title Guaranty & Trust	310	"
U. S. Mortgage & Trust	400	"
United States	860	"

INSURANCE STOCKS

American Surety	85	R. S. Dodge & Co.
Continental Fire	68	Webb & Co.
Ed. Phenix	525	"
Franklin	80	"
Great American	255	"
Hanover	85	"
Home Fire Insurance	505	"
National Safety	140	"
New Jersey Fire	188	R. S. Dodge & Co.
Niagara Fire Insurance Co.	123	Webb & Co.
United States Fire	50	"
Westchester	34	"

PUBLIC UTILITIES

Adirondack Elec. Power	14	E. & C. Randolph
Do pf.	72	McQuoid & Coady
American Gas & Elec. (350)	96	"
Amer. Tel.	48	"
American Light & Traction	112	"
Do pf.	81	"
American Power & Light	45	"
Do pf.	65	"
Baton Rouge Ed. pf.	65	Stone & Webster
Carolina Power & Electric	27	Pynchon & Co.
Cincinnati Trans.	67	Westheimer & Co., Cln.
Columbus Elec. pf.	56	A. & J. Frank, Cln.
Cities Service	270	H. L. Doherty
Do pf.	64	"
Do pf. B.	51	"
Do Bakers shares	32	Pynchon & Co.
Commonwealth P. R. & L.	38	"
Do pf.	29	Stone & Webster
Conn. Power pf.	78	"
Consol. Trac (N. J.)	38	"
Eastern Texas Electric	60	Stone & Webster
El Paso Electric	70	"
Elec. Bond & Share pf.	79	Pynchon & Co.
Eliz. & Trenton R. R.	15	B. H. & F. W. Peizer
Do pf.	20	"
Federal Light & Traction	7	E. & C. Randolph
Do pf.	42	MacQuoid & Coady
Galveston-Houston Electric	17	Stone & Webster
Do pf.	57	"
Middle West Utilities pf.	25	A. H. Beckmore & Co.
Mississippi River Power	48	Stone & Webster
Do pf.	28	"
Northern States Power	27	MacQuoid & Coady
Do pf.	71	Pynchon & Co.
North Texas Elec.	70	Stone & Webster
Do pf.	60	"
Pacific Gas & Electric pf.	80	Pynchon & Co.
Puget Sound Power & Light	132	Stone & Webster
Do pf.	53	"
Republic Ry. & Light	7	MacQuoid & Coady
Do pf.	28	"
Riverside Traction	10	B. H. & F. W. Peizer
Do pf.	17	"
San Joaquin L. & P.	6	A. E. Lewis & Co., Los An.
Do pf.	65	"
South Cal. Edison	81	"
Do pf.	92	"
Standard Gas & Electric	25	Pynchon & Co.
Do pf.	23	MacQuoid & Coady
Tampa Electric	107	Stone & Webster
Tenn. Ry. Light & Power	2	Pynchon & Co.
United Light & Railways	18	"
Do pf.	54	"
Western Elec.	60	MacQuoid & Coady

*Ex dividend.

INDUSTRIAL AND MISCELLANEOUS

Aluminum Mfg. pf.	80	Mann, Pell & Peake
Amalgamated Leather pf.	80	Pynchon & Co.
Ames Brans	184	R. S. Dodge & Co.
Amer. Chicle	39	Williamson & Squire
Do pf.	60	"
Amer. Cynamid	25	R. S. Dodge & Co.
Do pf.	53	"
All American Cables	100	A. M. Kidder & Co.
American Tel. & Cable Co.	48	"
Amer. Motor & 5% pf.	60	Pynchon & Co.
Amer. Rolling Mill	88	"
Do pf.	88	"
Amer. Stove	94	Mann, Pell & Peake
Amer. Typefounders	122	Steinberg & Co., St. L.
Do pf.	37	Webb & Co.
Amer. Road Mach.	82	R. S. Dodge & Co.
Amer. Tobacco script	108	McDonnell & Co.
Amer. Wholesale pf.	88	Pynchon & Co.
Atlantic Holding	54	R. S. Dodge & Co.
Atlas Portland Cement	92	Pynchon & Co.
Do pf.	125	Williamson & Squire
Atlas Powder	100	"
Do pf.	36	R. S. Dodge & Co.
Atlantic Tires	108	J. U. Kirk & Co.
Babcock & Wilcox	95	Williamson & Squire
Borden Co.	95	R. S. Dodge & Co.
Do pf.	93	Pynchon & Co.
Brunswick-Balke-Collender pf.	70	A. F. Ingold & Co.
Breitling Iron	45	McDonnell & Co.
Bills (E.W.) rights	14	R. S. Dodge & Co.
Do pf.	100	"
Brooklyn City R. R.	3	A. M. Kidder & Co.
Canadian Explosives pf.	100	A. F. Ingold & Co.
Do common	250	"
Do common	50	J. U. Kirk & Co.
Do H.	10	"
Canada Foundries and For.	100	J. U. Kirk & Co.
Caracas Sugar	33	"
Central Aguirre Sugar	114	Webb & Co.
Celluloid	151	Williamson & Squire
Central Sugar	25	J. U. Kirk & Co.
Central Can. & Coke	64	R. S. Dodge & Co.
Steinberg & Co., St. L.	87	M. Lachenbruch & Co.
Do pf.	110	Steinberg & Co., St. L.
Chickasaw Ref.	1	A. F. Ingold & Co.
Do pf.	3	"
Cherry R. Boom & L.	92	J. H. Brooks & Co., Scranton
Chevrolet Motors	275	J. U. Kirk & Co.
Do pf.	90	R. S. Dodge & Co.
Clinchfield Coal	30	A. R. Clark & Co.
Consolidated Coal	70	Steinberg & Co., St. L.
Colt's Arms	44	J. U. Kirk & Co.
Commonwealth Finance	27	M. Lachenbruch & Co.
Do pf.	58	"
Com. Vins	19	A. J. Frank, Cln.
Cont. Motors pf.	94	Pynchon & Co.
Chicago Ry. Equipment	92	Seasongood, Haas & McD.
Do pf.	60	"
Crocker-Wheeler	2	M. Lachenbruch & Co.
Do pf.	10	"
Curtiss Aero	2	M. Lachenbruch & Co.
Do pf.	10	"
Fulton Coal & Machine	10	A. & J. Frank, Cln.
Do. I. & W. Coal.	50	W. C. Orion & Co.
Do. R. S. Dodge & Co.	153	Williamson & Squire
Do. R. S. Dodge & Co.	78	R. S. Dodge & Co.

INDUSTRIAL AND MISCELLANEOUS—Continued

—Bid for—		
	At	By
Du Pont Powder	200	R. S. Dodge & Co.
Eastman Kodak	525	"
Eastern Steel	70	J. U. Kirk & Co.
Do pf.	79	Glidden, Davidge & Co.
Electric Storage Battery rights	2%	McDonnell & Co.
Elmendorf Mfg. pf.	32	Glidden, Davidge & Co.
Equitable Steel & Iron	70	"
Do pf.	5	M. Lachenbruch & Co.
Falls Motors	110	"
Do pf.	47	"
Fajardo Sugar	116	R. S. Dodge & Co.
Federal Sugar Ref.	108	J. U. Kirk & Co.
Do pf.	108	"
Fiat's Rubber 1st pf.	88	Estabrook & Co.
Fulton Iron Works	102	Steinberg & Co., St. L.
Do pf.	102	"
General Petroleum (Cal.)	129	E. F. Hutton & Co.
General Banking	90	Webb & Co.
Do pf.	90	"
Gillett Safety Razor	130	R. S. Dodge & Co.
Goodyear Tire & Rubber 7% pf.	141	M. Lachenbruch & Co.
Godchaux Sugar	53	"
Do pf.	80	"
Grueser Watch 1st pf.	107	Westheimer & Co., Cln.
Hockney Wheel & Graph.	107	J. U. Kirk & Co.
Holiday Sugar	55	Webb & Co.
Hooker Electric Chem.	100	J. U. Kirk & Co.
Do pf.	100	"
Hydrate Steel pf.	114	Hale & Kilburn
Do pf.	114	"
Indra Electric	10	J. U. Kirk & Co.
Do pf.	30	J. M. Leopold & Co.
Horizon Powder	205	R. S. Dodge & Co.
Herschel-Spill	50	M. Lachenbruch & Co.
Do pf.	50	"
Hocking Valley Products, new	125	"
Holly Sugar	55	Gilden, Davidge & Co.
Do pf.	55	"
Holiday Sugar	103	Steinberg & Co., St. L.
Do pf.	103	"
Int'l. Paper Co.	70	J. H. Brooks & Co., Scranton
Inter. Elec. Pub. pf.	104	"
Do common	104	A. M. Kidder & Co.
Joliet & Chicago R. Co.	105	R. S. Dodge & Co.
Kirby Lumber	34	W. C. Orion & Co.
Knockdown Co.	102	"
Kirkland Co., old pf.	102	"
Do new pf.	102	"
Lackawanna R. R. Co. (N. J.)	60	A. M. Kidder & Co.
Libby Oven Sheet G.	135	A. & J. Frank, Cln.
Lehigh Valley Coal Sales	60	Glidden, Davidge & Co.
Lin. Locomotive pf.	102	A. M. Kidder & Co.
Do common	102	"
Madras Marble	25	J. U. Kirk & Co.
Matanzas Sugar	30	"
Do pf.	30	"
Merck & Co. pf.	89	Pynchon & Co.
Michigan Sugar	109	J. M. Leopold & Co.
Do pf.	109	"
Mobile & Birmingham pf.	48	M. Lachenbruch & Co.
Morris & Essex R. R. Co.	60	A. M. Kidder & Co.
National Candy	1375	Steinberg & Co., St. L.
Do 1st pf.	1375	"
Do 2nd pf.	1375	"
National Casket	100	R. S. Dodge & Co.
Nat. Motor	8	"
National Sugar Ref.	156	Webb & Co.
New Jersey Zinc	250	Williamson & Squire
Do rights	250	"
Neiva & Honduras Min.	10	Williamson & Squire
Niles-Benton-Pont.	87	R. S. Dodge & Co.
Packard Motor	17	"
Do pf.	82	"
Penn. Coal & Coke	94	Pynchon & Co.
Perto Rico Am. Tob. scrip.	94	McDonnell & Co.
Portuguese & Gamble 6% pf.	94	"
Presto Iron	111	A. & J. Frank, Cincinnati
Premier Motor	7	"
Pure Oil 8 per cent. pf.	97	Pynchon & Co.
Republ. Motor Truck pf.	81	McDonnell & Co.
Reynolds Tob. scrip.	417	Sitz & Co., St. Louis
Reve-Sus Dry Goods	90	"
Do pf.	90	"
Do 2d pf.	90	"
Royal Baking Powder	120	Williamson & Squire
Do pf.	120	"
Royal Typewriter	60	A. F. Ingold & Co.
Do pf.	60	"
Safety Car Heating & Lighting	61	Williamson & Squire
Santa Catarina Sugar	10	J. U. Kirk & Co.
Do pf.	10	"
Savannah Sugar	53	"
Do pf.	53	"
Scad Acid & Sulphur	88	Steinberg & Co., St. L.
Scandia Cal. pf.	83	Pynchon & Co.
Do pf.	83	"
Sealite Oil pf.	8	J. M. Leopold & Co.
Valentine Oil pf.	8	Steinberg & Co., St. L.
Wagner Elec. Mfg.	98%	"
W. stern Cartridge	225	"
Warren R. R. Co.	30	A. M. Kidder & Co.
Ward Baking	58	Webb & Co.
Do pf.	58	"
W. M. Lachenbruch & Co.	95	Pynchon & Co.
Union Ferry	35	Williamson & Squire
Utah Idaho Sugar	8	E. F. Hutton & Co.
W. S. Grinnell & Co.	35	"
W. U. S. Printing & Litho.	30	A. & J. Frank, Cln.
Do 1st pf.	30</td	

Listings on the New York Stock Exchange

Under this heading THE ANNALIST will analyze for the benefit of investors such new securities as may be admitted to listing by the New York Stock Exchange.

WILSON & CO., INC.

200,000 Shares of Common Stock Without Nominal or Par Value in Exchange for Voting Trust Certificates.

Authorized capital stock of the company, one of the large meat-packing concerns, consists of \$12,000,000 par value 7 per cent. cumulative preferred stock and 300,000 shares of no par value common stock.

The company has a bonded debt consisting of \$20,135,000 first mortgage 6 per cent. twenty-five-year sinking fund gold bonds, due 1941, and \$20,000,000 ten-year convertible sinking fund 6 per cent. gold bonds, due 1925.

Profit after deducting the expenses of the company for the year ended Dec. 27, 1919, from operations and investments after interest, Federal taxes and other charges amounted to \$2,771,326. After preferred dividends this was equivalent to \$10.14 a share earned on the 200,000 shares of common stock without nominal or par value.

SUBSIDIARY AND AFFILIATED COMPANIES

The following is a list of the important subsidiary and affiliated companies of the company, stocks in which (excepting Morton-Gregson Company, Paul O. Reyman Company and Wilson Canadian Company, Limited,) are pledged under the above-mentioned mortgage and deed of trust dated April 1, 1916:

Name of Company.

Name of Company.	Incorporated Under Laws of	Date of Incorporation.	Duration of Charter if Specified.
Wilson & Co., Inc., of Oklahoma.	Oklahoma	July 14, 1910	Feb. 23, 1931
Wilson & Co., Inc., of California.	Nevada	Mar. 8, 1911	Perpetual
Wilson & Co.	New Jersey	Feb. 10, 1904	Perpetual
Albert Lea Packing Company, Inc.	Virginia	Aug. 24, 1914	Unlimited
Mississippi Packing Company, Inc.	Virginia	Oct. 24, 1913	Unlimited
South Dakota Provision Company.	South Dakota	Jan. 15, 1912	25 years
Compania Wilson Internacion.	Rep. of Uruguay	Dec. 11, 1918	100 years
Sulzberger Products Company.	New Jersey	Dec. 23, 1912	Perpetual
Archer & Co., Limited.	England	Aug. 8, 1912	.....
Wilson & Co., Inc., of Louisiana.	Louisiana	Dec. 31, 1906	99 years
John Reardon & Sons Company.	Massachusetts	July 26, 1904	.....
Standard Beef Company.	New York	June 30, 1905	June 30, 1955
Central Products Corporation.	Virginia	Oct. 20, 1913	Unlimited
General Rendering Company.	Delaware	Oct. 21, 1913	Perpetual
Union Lard Corporation.	New York	Jan. 11, 1912	Perpetual
Wilson Car Lines.	Maine	Oct. 1, 1890	.....
Pennsylvania Investors Company.	Pennsylvania	Feb. 26, 1913	Perpetual
Wilson & Co., Inc., of Tennessee.	Tennessee	Aug. 15, 1916	.....
Haberman Company, Inc.	New York	Aug. 3, 1917	Perpetual
Morton-Gregson Company.	Delaware	Sep. 27, 1917	Perpetual
Paul O. Reyman Company.	West Virginia	Apr. 4, 1914	.....
Wilson Canadian Company, Limited.	Canada	Oct. 17, 1919	.....

The capitalization of such companies and the amounts of

Name of Company.	Preferred Stock.	Owned by Wilson & Co., Inc.	Common Stock.	Owned by Wilson & Co., Inc.
Wilson & Co., Inc., of Oklahoma.	.....	.....	\$2,000,000	\$1,800,000
Wilson & Co., Inc., of California.	.....	.....	1,000,000	800,000
Wilson & Co.	\$100,000	\$100,000	150,000	150,000
Albert Lea Packing Company.	230,000	122,200	49,000	250,000
(1st Preferred.)	.....	.....	.....	51,000
Mississippi Packing Company, Inc.	80,000	80,000	80,000	.....
(2d Preferred.)	.....	.....	.....	.....
.....	100,000	100,000	100,000	170,000
South Dakota Provision Company.	.....	.....	500,000	100,000
Compania Wilson Internacion.	.....	.....	5,000,000	4,642,400
Sulzberger Products Company.	500,000	500,000	500,000	4,623,700
Archer & Co., Limited.	.....	.....	100,000	100,000
Wilson & Co., Inc., of Louisiana.	.....	.....	250,000	100,000
John Reardon & Sons Company.	.....	.....	250,000	92,300
Standard Beef Company.	.....	.....	10,000	10,000
Central Products Corporation.	2,500,000	1,248,200	93,000	2,500,000
General Rendering Company.	.....	.....	1,000,000	74,000
Wilson Car Lines.	.....	.....	300,000	200,000
Pennsylvania Investors' Company.	.....	.....	1,500,000	1,467,900
Wilson & Co., Inc., of Tennessee.	.....	.....	10,000	10,000
Haberman Company, Inc.	.....	.....	500,000	408,200
Morton-Gregson Company.	250,000	250,000	250,000	405,700
Paul O. Reyman Company.	350,000	350,000	150,000	150,000
Wilson Canadian Co., Limited.	.....	.....	1,000,000	250,000
				249,995

PHILLIPS PETROLEUM COMPANY

20,000 Additional Shares of Capital Stock Issued to a Trustee for Allotment and Sale to Company Employees

INCOME ACCOUNT FIVE MONTHS ENDED MAY 31, 1920
(Subject to adjustment at end of fiscal year.)

Sales of oil, gas and gasoline..... \$2,520,381.60

Miscellaneous income..... 41,070.99

..... \$2,561,459.68

Expenses, including interest on borrowed money..... 379,957.67

Net earnings..... \$2,181,501.01

CAPITAL AND SURPLUS ACCOUNT FOR PERIOD ENDED MAY 31, 1920

Capital and surplus as at Dec. 31, 1919..... \$24,523,632.10

Amount representing 1,000 shares capital stock (without nominal or par value), issued for property..... 40,000.00

From sale of 128,000 shares capital stock without nominal or par value..... 3,380,000.00

..... \$27,923,632.10

Net earnings Jan. 1, 1920, to May 31, 1920..... 2,181,501.01

Capital and surplus as at May 31, 1920..... \$30,105,133.11

CONSOLIDATED BALANCE SHEET AS OF MAY 31, 1920
(Subject to adjustment at end of fiscal year.)

ASSETS

Capital assets: Property, including producing and undeveloped leaseholds..... \$27,460,604.17

Current:

Accounts receivable..... \$1,225,233.45

Notes receivable..... 276,848.34

Inventory (at cost):

Warehouse material..... \$1,103,412.70

Merchandise..... 87,630.54

..... 1,101,043.35

United States Government bonds..... 27,500.00

Other securities..... 525.00

Cash on deposit..... 1,338,349.63

..... 4,060,400.77

Deferred charges to operations..... 408,477.93

..... \$32,024,581.87

LIABILITIES

Capital: Authorized, 1,000,000 shares without nominal or par value.

Outstanding, 640,000 shares without nominal or par value..... \$27,923,632.10

Notes payable..... \$1,028,181.44

Accounts payable..... 50,852.03

Accrued liabilities..... 1,679,033.47

..... 240,415.29

Capital: Authorized, 1,000,000 shares without nominal or par value..... \$27,923,632.10

Outstanding, 640,000 shares without nominal or par value..... \$27,923,632.10

Notes payable..... \$1,028,181.44

Accounts payable..... 50,852.03

Accrued liabilities..... 1,679,033.47

..... 240,415.29

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Notes payable..... \$1,028,181.44

Accounts payable..... 50,852.03

Accrued liabilities..... 1,679,033.47

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Notes payable..... \$1,028,181.44

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Notes payable..... \$1,028,181.44

Accounts payable..... 50,852.03

Accrued liabilities..... 1,679,033.47

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Outstanding, 640,000 shares without nominal or par value..... \$27,923,632.10

Notes payable..... \$1,028,181.44

Accounts payable..... 50,852.03

Accrued liabilities..... 1,679,033.47

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Listings on the New York Stock Exchange—Continued

AMERICAN WOOLEN COMPANY

\$20,000,000 Additional Common Stock, Par Value \$100 a Share, Proceeds from the Sale of Which Were Used and Will be Used to Liquidate Notes and Accounts Payable and for Other Corporate Purposes.

In May of this year capital stock of the company was increased to \$100,000,000, of which \$40,000,000 is preferred and \$40,000,000 common. Following are the earnings of the company since 1916 before and after deducting taxes:

1916—Before taxes.....	\$7,446,966.54
After taxes.....	7,365,360.34
1917—Before taxes.....	13,728,244.51
After taxes.....	13,575,844.94
1918—Before taxes.....	33,245,022.67
After taxes.....	24,562,188.72
1919—Before taxes.....	34,936,931.28
After taxes.....	14,831,839.21

The income account for last year shows profits of \$41,115,371 and \$14,831,839 applicable to dividends after taxes and depreciation. This, after preferred dividends, was equal to 7.41 per cent. on the \$20,000,000 common stock then outstanding.

The company, which is the largest of its kind in the United States, has recently acquired the following property:

New plants:

Narragansett Mills, Warren, R. I.....	\$37,629.07
Stevens Plant, Winooski, Vt.....	35,000.00
Hartland Mills, Hartland, Vt.....	19,184.23
Woolen Mills, W. F. Morris, Mass.....	35,000.00
American Waste Exchange, Somerville, Mass.....	20,000.00
Stoatocook Mills, Pittsfield, Mass.....	28,500.00
Whitestone Mills, Danielson, Conn.....	75,000.00

Total \$50,315.33

New machinery and new construction. 7,239,918.55

Houses and land in Massachusetts:

Lawrence, Andover, Royalston, Rockdale, Uxbridge, Plymouth and Maynard..... 249,321.46

Houses and land in Maine:

Pittsfield, Foxcroft, Oakland, Skowhegan, Madison, Hartland and Dover..... 82,815.04

Houses and land in Connecticut—Elmville..... 6,000.00

Houses and land in Rhode Island—Providence..... 32,750.00

Houses and land in New Hampshire—Enfield and Lebanon..... 6,000.00

Capital stock:

Woolen & Worsted Mills, Inc..... 100,000.00

American Woolen Company of Kentucky..... 50,000.00

American Woolen Products Company, Inc..... 40,000.00

Franklin Machine Company..... 20,000.00

Ayer Mills..... 1,000,000.00

Total \$9,654,118.3

INCOME ACCOUNT FOR YEAR ENDED DEC. 31, 1919.

Profit for the year..... \$18,831,371.21

Depreciation 3,284,532.46

Total \$14,831,839.21

Dividends paid..... 6,000,000.00

Total \$8,831,839.21

ANALYSIS OF SURPLUS ACCOUNT.

Surplus at Dec. 31, 1918, per books..... \$18,618,846.58

Add:

Total net profit for calendar year 1919..... 14,831,839.21

Other credits to surplus.....

Reserve for possible diminution in inventory values restored to surplus..... 14,500,000.00

Total \$47,950,685.8

Deduct:

Dividends paid..... \$6,000,000.00

Other debits to surplus:

Reserve for pension fund..... 500,000.00

Reserve for insurance fund..... 500,000.00

Reserve for taxes and contingencies..... 2,325,000.00

Reserve for possible diminution in inventory value..... 7,250,000.00

Total 16,575,000.00

Surplus at Dec. 31, 1919..... \$31,375,685.8

BALANCE SHEET AS OF DEC. 31, 1919.

ASSETS

Cash \$0,105,068.8

Inventories (at cost or market, whichever is lower)..... 46,862,368.5

Plants, min. fixtures, ten., &c..... 30,000,120.0

Depreciation 20,141,534.78

Investments 38,283,571.7

United States Liberty bonds..... 4,683,063.00

Accounts receivable..... 300,600.00

Total 33,759,885.9

Total \$133,087,578.1

LIABILITIES	
Bank loans.....	\$20,906,048.00
Current accounts.....	5,297,511.01
Accrued dividend (preferred).....	\$383,333.33
Accrued dividend (common).....	350,000.00
	933,333.33
Capital stock:	
Preferred (authorized and issued).....	\$40,000,000.00
Common (authorized and issued).....	20,000,000.00
	60,000,000.00
Reserve for possible diminution in inventory values.....	7,250,000.00
Reserve for taxes and contingencies.....	2,325,000.00
Reserve for pension fund.....	2,500,000.00
Reserve for insurance fund.....	2,500,000.00
Profit and loss (surplus).....	31,375,685.80
Total	\$133,087,578.14

LIABILITIES	
Cash on hand and in banks.....	\$1,261,955.22
Raw sugar and molasses on hand.....	3,542,124.62
United States Liberty bonds.....	50,191.25
Accounts receivable.....	425,881.34
Supplies and materials on hand at cost.....	289,098.87
Commissary stores at cost.....	384,260.12
	5,053,516.42
Total	\$25,239,854.93

LIABILITIES

Capital stock:

Preferred—authorized and outstanding..... \$5,000,000.00

Common—authorized 40,000,000.00

Unissued 397,200.00

Outstanding 5,002,800.00

Current Liabilities:

Accounts payable..... \$266,605.53

Amount due planters account current crop..... 882,465.31

Dividends payable July 1, 1920..... 380,140.00

Reserves:

IR reserves for depreciation, &c. \$805,800.42

Reserves for working capital, improvements, &c. 6,109,448.38

Reserves for taxes (Federal)..... 343,936.96

Surplus profits (subject to charges for depreciation and income and profits taxes for current fiscal year)..... 5,758,655.33

Total \$25,239,854.93

*At market value since sold at higher prices.

Note.—The policy of the company as to depreciation is to set aside each year a reasonable percentage of the cost of plants, the percentage varying according to the character of the property and its probable life; during the fiscal year ended Sept. 30, 1919, the sum of \$65,415.84 was transferred from "reserves for depreciation" account to "sundry property" account to cover amortization and obsolescence of plants; there was also transferred the sum of \$1,000,000 from "reserves for depreciation" account to "reserves for working capital, improvements, &c., account by order of the Board of Directors.

UNITED RETAIL STORES CORPORATION

Common Stock Class "A," 35,967 Additional Shares Without Nominal or Par Value as a Stock Dividend to be Paid Aug. 16, 1920.

On June 10, 1919, the corporation offered to acquire all issued shares (par value \$100) of the common stock of the United Cigar Stores Company from the owners thereof at the rate of two shares of Class "A" United Retail common stock for one share of United Cigar Stores common. On July 16, 1920, 254,666 shares of the Cigar Stores stock had been so acquired for 593,532 shares of Retail Stores.

The condensed income account of United Retail Stores for six months ended Dec. 31, 1919, showed net earnings after taxes of \$4,753,369. This was equal to \$8.97 on the 593,532 shares of Class "A" common stock.

CONDENSED BALANCE SHEET AS OF JAN. 31, 1920

ASSETS

Current—Investments:

Shares of stock or other corporations at cost..... \$29,727,149.73

Cash 796,113.09

Demand loans secured 3,800,000.00

Accounts receivable 28,512.59

Total \$34,351,775.43

LIABILITIES

Capital stock outstanding:

Preferred (a u h or lized 100,000 shares, \$100 par)..... \$1,000.00

Common (foresigned shares are authorized and issued 10,000 shares without nominal or par value)..... 800,000.00

Common (Class "A") (authorized 1,000,000 shares without nominal or par value)..... 28,917,450.00

Total \$29,718,450.00

Current:

Accounts payable 8,574.35

Interest payable 8,289.06

Reserves for common stock—dividend payable

Feb. 2, 1920 1,675,047.00

Surplus 3,031,285.48

Total \$34,441,645.89

England's "Fund of Credit" Venture

THE get-rich-quick spirit is not always confined to individuals. Even Governments have yielded to the desire to make money speedily in ventures out of the beaten paths of conservative investment. Some 200 years ago the British Government undertook to get rid of its unfunded national debt by backing an operation into which it entered with the South Sea Company, the details of which are presented in a study of "English Public Finance" by the Bankers Trust Company of New York.

This venture, according to the bank's study, was based upon the "fund of credit" idea, a theory prevalent in the latter part of the seventeenth and earlier part of the eighteenth centuries. "Fund of credit" was the basis of John Law's famous Mississippi Company which, about 1718, had such a meteoric career in France. Also in pursuance of this idea, the Bank of England was organized. The entire original capital of the bank, as well as part of the deposits, were loaned to the nation. This left the bank as a basis for conducting its business a "fund of credit" founded upon its loan to the Government. Similar was the policy of Parliament in forcing the East India Company to pass on to the Government in exchange for its obligations the proceeds of its sales of stock.

The "fund of credit" theory was applied in the South Sea Company's scheme by the granting

by the British Government to the South Sea Company of a monopoly of trading rights in the Pacific Ocean, and almost exclusive trading rights in the southwestern Atlantic. In consideration of these rights, which were expected to have great value, the company was to exchange its stock for the outstanding unfunded Government debt and in addition was to pay the Government \$2,500,000. The Government was to pay the company interest at the rate of 6 per cent. per annum upon all Government securities which it should thus acquire and in addition \$40,000 a year for management.

The conversion offer was accepted between 1711 and 1719 by holders of about \$60,000,000 of Government obligations. Then those associated in control of the scheme decided upon conversion of the entire balance of the British debt into the company's stock, which, if successful, would have given the company a capital of around \$250,000,000. It would also have secured a practical monopoly of the trading and banking business of the nation.

The Bank of England and the East India Company opposed this project. Competitive bidding by the bank led the South Sea Company to offer to pay the Government \$37,500,000 in consideration of all holders of Government securities, except the Bank of England and East India Company, converting these holdings into South Sea stock. The Government in turn was to pay at first 5 per cent.

MER V. CLAIRBORNE has been appointed Assistant Secretary of the Constantinople office of the Guaranty Trust Company of New York.

The Annalist Barometer of Business Conditions

Acceptances

Continued from Page 205

"foreign" bills, as the trade here calls them, by comparison with the local papers.

Meanwhile, the demand, or possibly it should be called the potential demand, is increasing. More persons are becoming interested in acceptances, all the time, and if there were a good volume of acceptances available the market doubtless would be enjoying boom times. Call money rates, having become stable and at levels which do not make the market conflict with acceptances, are not attracting all of the liquid funds in the country, as some Washington officials seem to think, and if there were bills for those who want them there would be a big shift into the acceptance market. As it is, though, with many bills maturing and funds becoming idle, dealers are having a hard time in taking care of their regular customers, without going out for new ones.

The paucity of paper, looked at from another angle, is causing discomfiture to the dealers because it is losing for them some of their regular clients. Last week there were many cases of anxious buyers spreading their bids all over the financial district. In this way the demand was made to appear even greater than it really was, for a legitimate bid for, say, \$500,000 in bills, spread over ten houses, would be very likely to turn up as a potential demand for \$5,000,000. This was one reason for the circulation of a report in midweek that some \$35,000,000 in bills was wanted. Inquiry among the larger dealers showed that this figure was decidedly excessive. At the time the real demand probably was not over \$15,000,000, but even that, for an unsatisfied demand, is very large and extremely unusual.

Bills on hand at the Reserve Bank again fell off abruptly, the decline last week amounting to \$25,133,000 and bringing the total down to \$109,443,329, which is the smallest total reported since that of the week of Nov. 28.

Shipping

TWO significant events of the last week in shipping were the sale of two American-built steel freighters, with deadweight registers of 10,400 tons, for \$3,000,000 and the withdrawal of Shipping Board tonnage engaged in the coal export trade. The two steel ships were built by the Skinner Eddy Corporation at Seattle last year and are first-class freight carriers. They were purchased by the United States Steel Corporation at \$144.25 per deadweight ton. The Shipping Board asked \$225 a deadweight ton for ships of almost the same type when its first scale of prices was formulated.

Inasmuch as the sales section of the Merchant Marine act of 1920 provides that the Shipping Board shall offer its vessels for sale to private interests and accept open, competitive bids, it is believed that the Government will be forced to sell at around \$110 to \$140. This means that the merchant fleet which cost about \$3,000,000,000 to produce under war conditions will bring hardly more than \$1,500,000,000 if private interests should acquire all of the desirable steel construction. The terms under which the United States Steel Corporation purchased the two freighters, which are oil burners with geared turbines, were not as favorable as those which are expected to be granted by the Shipping Board.

When the charter market dropped to new low levels the Shipping Board decided to withdraw its 1,200,000 deadweight tons of vessels from the export coal movement. Owing to the fact that coal could not be obtained in large quantities at the seaboard for export, the various shipowners caused a break in the market by offering their vessels for small charter hire. Charters to Rotterdam could be obtained last week at \$9.50 and \$10 a ton, while Gothenburg was quoted at \$12. The Shipping Board contends that ships cannot meet their operating expenses transporting cargoes of coal at this rate. Therefore it decided to withdraw its ships from this trade, diverting them to other movements as much as possible. It was believed that

this would result in increases in charter hire for the private owners. Thus far there is no evidence that the charterers are willing to pay more for the tonnage.

Shipbuilding costs continue to be higher than the prices at which ready tonnage may be acquired. At the present time the Navy Department is considering raising the wages of 75,000 workers in forty-three yards. The shipbuilders and ship repair interests are asking that the Navy Board refuse to accede to the demands of the men, asserting that raises in the Government plants would cause a sympathetic increase in the private yards. A further increase in the operating costs would seriously handicap the development of the American industries, the yards claim.

Four steamship companies have applied to the Shipping Board for permission to construct or buy vessels under the provisions of Section 23 of the Merchant Marine act of 1920, which allows exemption from excess and war profits taxes, provided the funds thus obtained are used for new construction of an approved type. The Pacific Mail Steamship Company, W. R. Grace & Co., the Sun Company and the Crowell & Thurlow Steamship Company have filed requests. Section 23 has been characterized as the "backbone" of the merchant marine policy, inasmuch as it exempts earnings of ships engaged in foreign trade for a period of ten years. All of the interests, with the exception of Crowell & Thurlow, asked to be permitted to build tank steamers.

The Standard Oil Company has awarded a contract for the construction of two more tank steamers. The G. M. Standifer Construction Company of Vancouver, Wash., will build the 12,000-ton tankers. Crowell & Thurlow have awarded an order for one 4,400 deadweight ton freighter to the Bath Iron Works. During the month of July American shipyards delivered to the Shipping Board a total of thirty-three steel merchant ships and launched a total of twenty-eight. There are only twenty-three more keels to be laid for Government account.

Christoffer Hannevig has gone into the courts to force the Emergency Fleet Corporation to make a settlement of "just compensation" with the Pusey & Jones Company for the construction of thirty-four ships and the cancellation of eleven contracts. In the event that he is successful in forcing payment of the \$7,145,000 claimed, it is understood that the Gloucester shipbuilding plant is to be sold to the Bethlehem Shipbuilding Corporation. The Government has withheld payment because it claims Mr. Hannevig obtained more than \$3,000,000 profit on the assignment of contracts of ships, which were to be built in his own yard.

The foreign developments continue. The Royal Holland Lloyd has announced that it will inaugurate a regular service from Amsterdam to New York in September. The Holland-America Line is starting a passenger and freight service from the Pacific Coast to Rotterdam. The Lloyd Braziliero, the Government-owned company of Brazil, has stated that in the future it will maintain three regular routes between South America and the United States. Ships will be withdrawn from the European services to provide adequate tonnage.

Textiles

TO add to their troubles the textile mills are now suspected by Government officials, labor agitators and others of a conspiracy to curtail production. The common form of the charge is to explain that machinery is being shut down to keep prices high. The idleness is also ascribed to political motives intended to create a depression before the election so that the present Administration may be discredited and voters won over to making a change. In justice to the mills, however, it may be said they are practically helpless in the present situation. Orders are not forthcoming and in the present risky conditions only the foolhardy can see an advantage in adding to the present surplus of goods. Of course the argument is put forward that in normal times when a slump in demand comes along the manufacturer is quite liable to keep his looms operating on goods for stock, with the assurance that an improvement in trade will lead to sales. This argument concludes with the statement that the disposition of the mills now seems to be to make no goods unless inordinately high profits are certain. In short, having accustomed themselves to fat margins the mill opera-

tors are loath to go back to the 5 and 6 per cent. days of yore.

The political aspect of the present curtailment deserves more consideration than the charge of a "conspiracy" for high prices, and linked up with it is the known desire of many employers to "teach labor a lesson." When two such fine birds can be knocked down with the same stone it must be admitted that the temptation to hurl that stone is a great one. In the woolen industry much depends on the policy which the leading factor decides upon. There are smaller organizations at the present time that would waive the opportunity to reform labor and along with it the chance to discredit the present Administration. But the fact is individually their efforts to stabilize the market would go almost unremarked. They might cut prices to the bone without making headway while the general market is so unsettled. Buyers look to the big company to establish values and they are fearful of bargains from other sources, even though they may represent very attractive offers. The obstacle, then, to the resumption of operations in the woolen industry is the lack of orders, which lack is largely due to the failure to establish market values. And to complete a vicious circle no definite action to establish values is promised until buyers become more receptive. The conspiracy charges referred to look exaggerated, but there is a modicum of truth in them to the extent that if the big mills were not such "poor losers" some headway might be made in breaking the present deadlock.

The cotton mills are accused equally with the woolen mills in the "conspiracy of curtailment." An investigation, in fact, is reported in progress in the New Bedford section. The Fall River operators explained that their association had taken no agreed stand on curtailment. It was pointed out, though, that conditions had been discussed and also the advisability of closing down in view of the lack of orders. As a contrast between their past prosperity and the present outlook came the announcement of dividends during the week, ranging up to 40 per cent. It may be imagined how great was the temptation to shut off supplies if such bonuses could be continued. In the gray goods market dullness continues and with it constant easing off of prices. "Distress goods" have come into evidence and there are sure signs of accumulations of various constructions. Buyers are showing absolutely no interest in futures, which is an indication that they feel cheaper prices will obtain later. In branded lines of cotton goods the jobbers are buying very sparingly and chiefly for filling in purposes.

During the week the Silk Association of America placed raw silk stocks in local warehouses on Aug. 1 at a total of 52,265 bales, compared with 54,839 bales stored on July 1. The accuracy of these figures was questioned in several quarters and the amount placed at double the figures given. Stocks in Japan are heavy and the surplus has reached a point where Government aid has been asked to restrict production. This is suggested in two ways, by cutting the working hours of the silk workers and by reducing the acreage.

The average consumption of raw silk in the domestic mills is put at 25,000 bales a month. At present the working schedule of these plants is reduced, the four-day week being the common rule. A comparison, therefore, of silk stocks leads some to believe that the material has not yet reached its bottom price. If this is so it explains the hesitant character of the demand for finished goods. Purchases are being made in the trade only for filling in purposes. The garment manufacturers are just as slow and careful about their purchasing of silk as the retailers.

Linen has come around to the point where importers and wholesalers find it necessary to drum up trade. In consequence of renewed competition it is reasonable to assume that prices will suffer. There has been a very active propaganda in linens to emphasize the shortage of flax, but the preliminary signs of a dull trade are evident and enough linen may be found to supply all requirements.

Burlaps are being held by importers at prices which can be shaved in the open market. The business is limited to small quantities picked up at concessions.

Full Foreign Trade Effort Waits on Reparation Commission

Continued from Page 198

men, who have maintained their enthusiasm through the dull and lethargic days, have organized the first Edge bill corporation. The Edge bill, as an amendment to the Federal Reserve act, has been on the statute books for some months, but as yet we have only one corporation formed under its provisions.

The First Federal Foreign Banking Association, formed in New York by a group of prominent bankers and industrial leaders, has been quietly blocking out its program with the idea of acquiring all the information and all the facilities possible for expediting foreign trade along intelligent and intensive lines. And the amount of business which has been offered to this concern would surprise a good many doubting Thomases who believe that the United States is interested only in domestic affairs.

W. S. Kies, a senior officer of the First Federal Foreign Banking Association, sailed for Europe last week, where he will spend the next three or four months in intensive study of the situation. What Mr. Kies really is doing is making a credit survey. He wants to find out for himself just what surely the foreign customers can give. It is easy enough to sell to a client who has cash with which to pay. The real trick and the art of selling lies in doing business with the man or the concern which has to have credit for a long time. Mr. Kies, equipped with a good many years of practical experience in arranging credits for commercial and industrial companies, has gone over to see what he can find out regarding credit conditions abroad, especially in the new countries where credit information is inclined to be vague and at times misleading.

An exhaustive study of credit conditions will do much good, but it won't solve the whole problem of doing business in Europe. That is because after the credits have been arranged and the sale of the goods agreed to some one has to finance the credit. That, so to speak, is the little joker in the foreign trade pack. Almost anybody here can sell and almost anybody abroad will buy if only some third party will put up the money for the time being, and "the time being" in this case may extend over quite a long period.

As everybody knows, there has been no big, comprehensive scheme for arranging credits. No big sale of securities predicated on foreign trade has been made. A few European Governments have floated loans here within the last eight months or a year, but the aggregate of these loans is only a fraction of the value of the goods we have been selling to foreign countries. Obviously, some one has been financing these transactions, and the precise method, or methods, for there have been several of them, might take a little explaining for the benefit of those who scoff at the idea that American investors must, in the final analysis, finance this business.

In the first place, Europe has been paying in cash or in what negotiable securities she could scrape together for a good part of the purchases. When she pays in cash she "pays through the nose," for the state of the exchanges makes this form of payment excessively expensive. Only the direst necessity could induce Europe to do this. As for the negotiable securities, a careful compilation of the available securities Europe had shows that she must be close to the bottom of her strong box. She may be able to float a considerable number of her own incorporations in this market, but this process will take a long time, and is more or less doubtful at best.

DANGER TO OUR BANKS

In the second place, many American merchants have been selling abroad on what is known as "open account." That is, the merchants themselves give the credit, and a long and indefinite credit it is likely to be. It is not a good business method to do this, but if the immediate profits are attractive, as in the great majority of cases they are, the merchants are very apt to do it. An open account credit, with interest compounded and a handsome profit on the original sale, "looks good" to the merchant who is not especially concerned with the more remote future or with the domestic banking situation.

The danger of this second system lies largely in the way it affects the domestic banking situation. The open account does not always show exactly what it is in the individual credit sheet. In more than a few instances it appears as "bills receivable," an item of the utmost respectability when legitimately accounted, but one open to grave question when not. In this matter of converting a European open account of some question to a bills receivable designation the practice is like to choke up the banking structure if carried far enough. For the merchant who has sold abroad calls the sale a "bills receivable," and on the strength of this borrows extensively from his bank. That merely is passing the load of foreign trade finance to the commercial bank, a place of all places where it should not be.

What ought to be done, and what the leaders in the Edge bill company think could be done if sufficient effort were made, is to finance the slow credits arising out of foreign export trade in the general market—not in the banks at all. And these men are laying plans and have blocked out a scheme for reviving interest in foreign trade, and in doing so have taken into consideration the mistakes made a year ago when this thing was attempted, and have profited by their year's experience.

As explained by Mr. Kies just before he sailed, there are two ways of financing these credits. The

first is to create a security which will answer the purpose and an investing clientele which will buy the security; and the second is to create a banking structure which will handle the short credits during the interim in which they are undergoing the process of transition into the long credits.

The second is comparatively easy to get. The big difficulty is in fixing up the investment security. This may be an acceptance, an ordinary trade document which, under the amended law, may be made to run for as long as twelve months, the last three months of which it may be eligible for rediscount at the Federal Reserve banks. Admittedly, there is not much demand for such paper at the present time. Our acceptance market, built up within the last two or three years, has not attained a breadth where it will absorb very many bills not immediately eligible, or capable of being made immediately eligible by the indorsement of some member bank, at the Reserve banks. But Mr. Kies and his associates think this market can be broadened if the people who are primarily interested in foreign trade—the merchants who desire to sell abroad—will concern themselves with the popularizing of the new paper.

A second form of security could be the debenture note contemplated in the Edge bill. This note ought to be a prime investment, and doubtless it will be if ever people come to understand it. Just now it would have rather hard going, considering the competition it would have to meet with the general investment market which is at an unusually high interest rate basis.

And behind both the acceptance and the debenture note there is the question of foreign security pledged as collateral. Men in the export business say they are experiencing a great deal of trouble in getting bank indorsements abroad. In Germany, of course, it virtually is impossible to get a satisfactory indorsement just as it is practically impossible to get a satisfactory mortgage until the Reparations Commission finishes its work and Germany finds out what she has to pledge for her own purposes and what has been pledged for the indemnity. In the other Continental countries there is difficulty in getting bank indorsements because of the precarious condition of the exchanges. Bankers here think pressure should be brought to bear on the Reparations Commission to expedite its work, clear the financial atmosphere and allow business to get back to normal. If this is done, then, say the foreign trade bankers, they can go ahead and use their influence with Americans to buy the securities. This, they think, will have to start with the merchants who want to sell, or keep on selling. It is up to them to do their part in popularizing the foreign trade security, and the bankers are sure they will. But, first, the character of that security has to be established.

Increased Labor Efficiency Keynote to Decreased Building Costs

By HOMER HOYT

Formerly Professor of Economics at Delaware College

SEVERAL recent writers in THE ANNALIST and other economic journals seem to be of the opinion that the cost of building cannot possibly fall within the next few years and that it is useless to postpone building operations another day in the hope of a falling market. I desire to season these positive statements with a grain of salt.

Labor is the keynote of the building situation. Not only is the direct labor cost of erecting a building almost half of the total cost, but the building materials themselves are only reflected wage bills. As it is well expressed in a pamphlet published by the George A. Fuller Construction Company, "for every dollar spent for brick, cement or steel which goes into a building, from 85 to 90 per cent. of such price ultimately goes back to the laborer who dug the clay, mined the coal, burned the brick, ground the cement, rolled the steel, and transported all of them over the railroad lines to the site of the work and built them into the structure."

Most of the writers admit that labor is the dominating factor in the cost of a new house, but they assume that there cannot possibly be a decrease in the labor cost of building. With this latter conclusion the present writer cannot entirely agree. It is true that actual wage rates, while apparently checked in their upward movement, will fall slowly, if at all. But although wage rates may hold their own, the efficiency of labor is re-

ported to be increasing everywhere and the labor cost per unit of product must therefore be at least slightly diminishing.

While no exact figures are available, it is roughly estimated by some that labor is only 70 per cent. efficient as measured by its pre-war standards. If that be true, an increase of 10 per cent. in labor efficiency seems plausible, and such an increase in efficiency would spell a corresponding 10 per cent. decline in the labor cost of erecting buildings, and since labor cost is 90 per cent. of the total cost of building, it would also mean almost a 10 per cent. decline in construction costs.

It is true that there is now a great shortage of houses—a vacuum that amounts to a year and a half of normal building—and that there will probably be a tremendous demand for new building in 1921 and 1922 if building costs recede, but this demand should not necessarily raise building material prices. Normally all the branches of the building materials industry are highly competitive with a surplus productive capacity, and if there is any fall in their costs of production as a result of increased labor efficiency this competition will tend to give the benefit of these lower costs to the consumer in the form of lower prices. Moreover, it must not be forgotten that when the building materials industries are working at full capacity to meet the requirements of a great building boom their overhead costs will be considerably reduced and as a direct result of the increased demand they would be able to sell at a lower price.

The present writer does not attempt to clothe himself in the mantle of a prophet and he re-

liguously refrains from making any predictions as to the future course of building costs. The efficiency of labor may not increase, wage rates may start upward again, the old competition in the building industries that kept prices down toward costs may be much weaker than formerly, and for any or all of these reasons building costs may stay on their present plateau or even ascend higher peaks.

It seems safe to say that we will probably never live to see the day when building costs fall to the old pre-war level. But building costs are not only far above pre-war levels, but they are far above their armistice level, and it would not be impossible for these costs to lose some of the gains they have made in 1919. Building material prices were kept unduly depressed during the war and it was only natural that they should bound upward after the pressure of the Government boards was released, but the writer believes that building costs may have bounded upward too far and that a reaction might conceivably take place that would cause them to drop 10 or 15 per cent. below their present pinnacles.

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